

ovis Finance Director's write builder

CONTINENTAL TRADING PRICES: AUSTRIA Sch.11; BELGIUM F.21; DENMARK Kr.3; FRANCE F.2.50; GERMANY DM1.70; ITALY L.80; NETHERLANDS F.1.75; NORWAY Kr.3; PORTUGAL Esc.17.50; SPAIN Pes.35; SWEDEN Kr.2.75; SWITZERLAND F.1.70.

NEWS SUMMARY

slow Grocery prices rise sharply

of holidaymakers... delays at airports... British Airways... Gatwick

ade ends... siege... Rolls engine plan dropped

grapes jibe... Jenkins... Arts Minister... strike threat

to return... Stones... Phil Spector... on deaths

on deaths... people died... St. Ingwood... on deaths

on deaths... people died... St. Ingwood... on deaths

on deaths... people died... St. Ingwood... on deaths

on deaths... people died... St. Ingwood... on deaths

on deaths... people died... St. Ingwood... on deaths

Money supply up sharply as bank lending increases

BY ANTHONY HARRIS

A sudden spurt in bank lending to private borrowers—partly, it is suspected, to finance higher stocks of imported materials—has caused the biggest increase in the broadly-defined money supply for more than a year.

This expansion, which brings the quarterly rate rather above the official forecast of 12 per cent. annual growth, has occurred in a period when the public sector has been a net repayer of debt to the banks, thus restraining monetary growth.

Since substantial bank finance is virtually certain to be needed later this year to finance the forecast £11.5bn. public sector borrowing requirement, the surge in private demand for credit is bound to provoke fears of higher interest rates.

It is generally thought that the growth of bank lending is somewhat abnormal. The Bank of England, in its official commentary on the figures, remarks: "Although it confirms the upturn in bank lending seen in recent months, this month's increase may well exaggerate the underlying trend."

However, while the figures do vary erratically from month to month, even on a seasonally adjusted basis, there seems little doubt that they represent an underlying growth in the demand for credit.

Apart from stockbuilding, partly as a hedge against further rises in commodity prices, or a further decline in sterling—the higher lending also reflects the higher working capital requirements imposed by sharp increases in the cost of materials in earlier months, and to sustain rising activity.

Although the figures for the clearing banks published on August 11 gave clear notice of a sharp rise in lending, in extent it is likely to surprise the market. While there is some hope that the steady performance of sterling in the exchange markets in recent weeks, and the steadying of commodity prices may have reduced the pressure for such hedging, other factors are likely to increase the difficulty of keeping monetary growth in check.

The income tax rebates from the Chancellor's "conditional" increases in tax-free allowances, totalling some £300m., will appear largely in the August banking month; while the central Government's borrowing requirement, which was abnormally low in July, is expected to rise sharply.

Sales of Government stock, which together with the increase in note and coin circulation in the month, while the central Government's borrowing requirement, which was abnormally low in July, is expected to rise sharply.

Since this revival began, the banks have attributed part of the demand to the need to finance both the rising level of physical imports, and the leads and lags in the settlement of foreign trade accounts—with importers eager to settle their obligations even in advance, before any rise in sterling cost, and exporters happy to extend credit denominated in foreign currencies.

It had been hoped that these hedging transactions would begin to unwind once the position of sterling was stabilised by the stand-by credit of \$8bn. announced on June 5, but the July banking figures confirm that more would be used here in future.

Union to press for free bargaining

By Christian Tyler, Labour Staff

The Transport and General Workers' Union has formally signalled its intention to move the trade union movement back to free collective bargaining when the present £2.50-£4 pay limit runs out at the end of next July.

Led by Mr. Jack Jones, whose backing has been crucial to the TUC's acceptance of two years of rigid pay restraint, the TGWU believes that its 1.86m. members will not stand for another round.

The TGWU has therefore tabled an amendment to a resolution on collective bargaining by the Shopworkers' Union for the annual Trades Union Congress which opens in Brighton in a fortnight.

Although its amendment consists of small word changes and additions, the intention is to highlight the necessity of restoring free bargaining next autumn.

At the same time the TGWU supports the Shopworkers' warning that the return must be planned and not lead to a "wages free-for-all."

Although the TGWU has thus formally committed itself to a position on the next in-coming pay round, Mr. Jones and other TUC leaders do not expect this year's Congress to commit itself to a definite outline of what the "re-entry" phase will contain.

Ingredients But the TGWU is adding to the list of ingredients put forward by the Shopworkers and other unions in the earlier Congress agenda.

The TGWU amendment, published with the final agenda today, says that there should be satisfactory pay differentials not only for ability, skill and responsibility, but also for "effort."

Anomalies and inequities in wage structures should be corrected. To the Shopworkers' call for expansion of incentive schemes and genuine productivity agreements, the TGWU has added payment-by-result, or piecework, systems.

The Agricultural workers are asking for special attention to be paid to what the union calls the unfair differential in low-pay industries like farming.

Elsewhere on the final agenda, the Association of Scientific, Technical and Managerial Staffs welcomes the White Paper on occupational pensions proposing 50-50 union participation in the running of schemes.

South Africa tribes reject independence

BY GRAHAM HATTON

JOHANNESBURG, August 22.

PRETORIA'S policy of separate black homelands appeared this week-end to have suffered a major setback with the rejection of independence by six of South Africa's eight main official tribal leaders.

The leaders met yesterday in Johannesburg to review the political situation following the recent township disturbances. Multi-national development, as it is called, envisages stripping the Republic's 15m. blacks of their South African citizenship and instead making them citizens of one of eight separate fully independent States to be created out of the present tribal reserves.

The so-called Bantustans. These are confined to 13 per cent. of the country. After Saturday's meeting, all the recognised tribal leaders, except Xhosa and Tswana, have agreed to support the policy.

Mr. Ntseke, who is accompanying Mr. Ford on a week-long holiday and campaign strategy session in the State, also confirmed that the aircraft carrier Midway and other warships had been ordered to sail from Japan to Korea because, despite the apology, "there is no way of telling what will happen in the future because the behaviour of the North Koreans is not exactly predictable."

He said that the apology had been made to U.S. representatives when they protested about the killings during a meeting of the Joint Armistice Commission at Panmunjom.

Early yesterday a heavily-armed U.S. force entered the area which was the centre of last week's violent incident when two U.S. Army officers were killed while leading an unarmed working party which had been sent to trim it.

The apology is likely to take some of the heat out of the situation along the demilitarised zone, but American forces remain on "precautionary alert" and B52 bombers, fighters and helicopter gunships have been sent to South Korea. One Administration official said that they were "just flying in South Korean airspace to show North Korea that we are there" and that the U.S. will not be intimidated.

The U.S. remains wary about North Korean intentions but the apology no doubt has come as a profound relief to Mr. Ford who faced a serious political dilemma and still could if the situation should worsen again.

Minister of Bantu Administration, when he reiterated that blacks are present in "white" South Africa "to sell their labour and for nothing else."

By choosing independence, the official tribal leaders of the Transkei, Xhosa and Tswana have in effect accepted this view. However, leaders of the other six main tribes have now stated quite unequivocally that they see their destiny unfolding in the whole of South Africa and not just in the tribal reserves.

In a joint declaration following their meeting, the tribal leaders called for free and compulsory education, demanded the abolition of influx control and pleaded for full human rights instead of concessions.

They also "deplored the violence unleashed by the police in response to peaceful and legitimate demonstrations by the students" and demanded the release of detained leaders. This, they said, was a time of penitence for whites in South Africa.

The chiefs added that the Government's continuous denial of fundamental human rights to blacks—until forced to make concessions such as allowing blacks to buy their own homes—following confrontation, gave the impression to the country and the world that the only language it listened to was violence.

"In doing so they have dealt a severe blow to the philosophy of non-violence as a viable formula for change."

SWAPO seeks Communist aid

Page 5

North Korea apologises

BY DAVID BELL

WASHINGTON, August 22.

NORTH KOREA has expressed regrets for the killing of two U.S. Army officers in the demilitarised zone last week. Mr. Ron Nessen, the President's Press Secretary, told reporters in Vail, Colorado, this morning.

Mr. Nessen, who is accompanying Mr. Ford on a week-long holiday and campaign strategy session in the State, also confirmed that the aircraft carrier Midway and other warships had been ordered to sail from Japan to Korea because, despite the apology, "there is no way of telling what will happen in the future because the behaviour of the North Koreans is not exactly predictable."

He said that the apology had been made to U.S. representatives when they protested about the killings during a meeting of the Joint Armistice Commission at Panmunjom.

Early yesterday a heavily-armed U.S. force entered the area which was the centre of last week's violent incident when two U.S. Army officers were killed while leading an unarmed working party which had been sent to trim it.

Water controls may stay in force during winter

BY RICHARD EVANS, LOBBY EDITOR

THE FIRST meeting to-morrow of the emergency Cabinet committee set up to consider methods of countering the effects of the national water shortage will take place against a background of worsening drought conditions and warnings that cuts in water supplies may have to continue throughout the winter.

The National Water Council emphasised yesterday that the length and intensity of the drought meant that restrictions might have to continue for several months even if there was heavy rainfall later in the year.

Following the end of the drought it would be necessary to take the maximum opportunity provided by winter rainfall to replenish rivers and reservoirs, the Council stressed.

"This may mean maintaining some restrictions during the winter even if there is reasonable rainfall."

The Council, which has been the national co-ordinating body for the last several years, has been reorganised in England and Wales since reorganisation of the industry in 1974, has also launched an investigation into how industry uses its share of the nation's water supplies.

A spokesman said the Council's policy was to encourage the wider use of water recycling systems by industry—British recycling plant was widely used abroad and it was hoped that more would be used here in future.

But the Confederation of British Industry issued an immediate rejection of charges that British industry did too little recycling. It frequently made no sense on economic grounds and the country must make up its mind whether it wanted money spent on recycling to cope with a once-in-250 years situation, or an investment for increased production, the CBI official said.

In fact, industry did a great deal of recycling, by putting used water back in rivers to be taken out again by the next town downstream, he added.

Major task There was no sign yesterday that the Government is considering declaring a state of emergency in the near future, but the recall of senior Ministers from holiday for to-morrow's meeting, at which Mr. Callaghan will preside, underlines how seriously the Government is treating the implications of the long dry spell.

Ministers stressed that the new group would have a co-ordinating role rather than deal with immediate problems, and a major task will be to devise medium and long-term measures should the dry summer of the last two years prove to be the norm rather than the exception.

Significantly, among the Ministers recalled are Mr. Eric Varley, Secretary for Industry and Mr. Albert Booth, Secretary for Employment, both deeply involved in the effects of a continuing drought on industrial production and employment.

Should short-term working become necessary in some areas. Ministers are inclined to support measures favouring industry at the expense of domestic users where possible, but no executive decisions along these lines are expected to be taken to-morrow.

The meeting will also be attended by Mr. John Silkin, Minister for Planning and Local Government.

Mr. Silkin has been asked to prepare a paper on the present state of water supplies and the difficulties being faced in various areas of the country. There is growing belief in the Department of the Environment that should the drought continue, a state of emergency should be introduced because of the psychological effect it would have on persuading people to conserve much more water than at present.

Mr. Francis Pym, Conservative spokesman on agriculture, accused the Government over the week-end of using the drought as "an alibi to camouflage the reasons for a food price explosion."

Export (ik-sport)

Export (ik-sport) To send out to another country goods or services - with the help of Standard Chartered Bank. Funding and banking arrangements are of utmost importance when exporting. Time lost costs money, reduces profit. This is why so many exporters use Standard Chartered Bank's highly-developed overseas network. 1500 Group branches and offices in 60 countries across the world in Europe, Africa, Asia, the Middle and Far East, Australia and the Americas. Dealing through our own people at both ends speeds transactions, and saves money. It enables you to take advantage of our special local knowledge of markets with quick and accurate feed-back of essential information. Ring Eric Bower, our Business Development Manager, on 01-623 7500, Extension 2313.

Standard Chartered Bank Limited helps you throughout the world

FEATURES

Independence	10	Civil Service recruit	9
on of ports	11		

ON OTHER PAGES

1. Leading Company News	13	TV and Radio	12
2. Labour News	14	3. World News	13
4. Letters	15	5. Bank Lending Rates	15
6. 12. Lending	16	7. INTERIM STATEMENTS	16
8. Unit Trusts	17	9. Air Electrification	16
9. News and Markets	18	10. British Railways	16
10. Mining Notebook	19	11. ANNUAL STATEMENTS	17
11. Overseas News	20	12. British Railways	17
12. Sport	21	13. Cautious & Keen	17
13. The Technical Page	22	14. Snow-Hunter	17

For latest Share Index phone 01-946 8026

HOME NEWS

Companies seek older workers' quality—survey

BY ROY HODSON

A SWING towards recruiting older men and women because of their quality as workers and their reliability is reported today in a survey of 500 companies.

Success After Sixty, an agency which specialises in finding jobs for the elderly, asked employers why they were recruiting people in the 55-plus age group. Among the reasons given by companies were: reliability, loyalty, punctuality, experience, versatility, conscientiousness, and a willingness to do a full day's work.

One company said that the younger staff liked and respected the older people and learned from the high standards they set.

The survey indicates that in all parts of the country it is possible to find jobs for experienced men and women at salaries not less than those paid to younger people.

Many more elderly men are said to be seeking jobs than women and the men work to a later age. Just over 70 per cent. of the men going to Success After Sixty are aged between 60 and 69 years and 7 per cent. of them have been over 70 years.

Of the women, 30 per cent. have been aged between 60 years and 69 years, but none have been over 70 years.

The most frequent reason given for seeking post-retirement jobs has been "the need to make ends meet." But a considerable number said that they wanted to work to avoid boredom and to feel useful.

Concordes to New York likely after U.S. polls

MR. WILLIAM COLEMAN, the U.S. Transportation Secretary, expects the Concorde supersonic airliner to be allowed to open regular commercial service from Europe to New York some time after the U.S. Presidential elections.

Mr. Coleman, interviewed in Washington for French Radio, said that the British Airways and Air France Concordes flights to Washington's Dulles Airport had confirmed his prediction that the aircraft's noise levels would not be considered intolerable.

"What has happened so far is what I thought would happen. I also feel that after the elections it will probably land in New York."

Mr. Coleman authorised a 18-month trial period for Concorde landing rights in the U.S. from May 24, to permit tests of the aircraft's noise levels and other alleged environmental dangers.

British Airways and Air France have reported that their flights from London and Paris to Washington have been more than 50 per cent. filled since they began.

Air France said on Thursday that the Mexican Government had given permission for the Paris-Washington Concorde flights to be continued to Mexico City, but similar permission from the U.S. authorities was still under consideration.

Gallahers' cigar prices to rise

GALLAHERS is to increase the recommended retail price of its range of cigars, the company said yesterday.

The increases, effective from August 27, were attributed to rising costs.

Benson and Hedges small cigars will rise by 21p for 10 to 55p, Hamlet and Manikin cigars will increase by 21p for 5 to 49p, and Special Panatellas by 1p each to 19p. King Six will rise by 11p each to 30p and Medallion by 11p each to 47p.

Cabinet should be elected—MP

BY RICHARD EVANS, LOBBY EDITOR

MEMBERS OF A Labour Cabinet should be elected by the Parliamentary Labour Party rather than chosen by the Prime Minister, according to Mr. Hugh Jenkins, Left-wing MP for Putney and a former Minister for the Arts.

Mr. Jenkins' views, although shared by some backbenchers and in part by Mr. Anthony Wedgwood Benn, Secretary for Energy, will not receive a sympathetic response from the overwhelming majority of the Cabinet or the PLP.

Indeed, Mr. Bob Mellish, former Labour Chief Whip and a man with wide experience of governmental-party relations, went out of his way yesterday to pour scorn on Mr. Jenkins and to suggest that Mr. Jenkins was partly motivated by sour grapes because he was dropped from the Government by Mr. Callaghan.

Mr. Jenkins argued in a speech to pour scorn on the weekend that the present practice under which the Premier hired and fired the entire Government placed one man in a position of too great authority over his colleagues.

National Savings upturn reported

BY LORNE BARLING

A SUBSTANTIAL improvement in the level of National Savings, which showed a net new saving of £38.5m. in provisional results for the five weeks ending July 31, was reported by the National Savings Committee yesterday.

"An encouraging upturn," was the committee's comment on the figures compared with May and June this year, and with July last year.

"The outflow savings in June reported at £15.2m. has been converted into an inflow of £38.5m. for July, a turnaround of more than £54m.," the committee said.

Further, last month's figure was £16.6m. more than July last year.

With net accrued interest amounting to £37.5m., the increase in the total remaining invested in all forms of national savings was £76.1m. Last month's receipt of £54.2m. were the highest since July last year.

Index-linked

This figure included £24.2m. for the index-linked retirement issue (the best sales reported since August last year) bringing the total remaining invested in the security to more than £300m.

Mr. John Austrey, president and chairman of the committee, said: "For 60 years the pioneering work of the voluntary National Savings movement in encouraging personal financial responsibility and improved handling of the individual's money affairs has been acknowledged as invaluable to the community and the nation by the authorities in all sections of society."

"Therefore the movement was shocked to be informed during July of the Government's decision to withdraw its financial support from the National Savings Committee, staff which is to be phased out by the end of March 1977."

More dairy products eaten by Britons

BY RICHARD MOONEY

BRITAIN INCREASED its consumption of dairy products, potatoes and grain products during the three years to last year at the expense of meat, eggs, oils and fats, sugar, fruit and vegetables.

The Ministry of Agriculture's latest estimates of food supplies moving into consumption in the U.K. show that the average Briton consumed 822 points of liquid milk last year, compared with 806 points in 1972.

For the dairy sector as a whole, consumption of a head last year — in terms of milk solids — was 58.2 lb compared with 56.5 lb in 1972.

Potato consumption was 2.157 lb, 3.5 lb more than in 1972, but slightly lower than 1974's figure of 2.191 lb.

Having totalled 157.5 lb a head in 1972, grain products consumption rose to 158.8 lb in 1973, but dipped to 159 lb in 1974 before jumping to 159 lb in 1975.

In spite of a rise in beef consumption from 46 lb a head in 1972 to 52 lb (bone-in equivalent) last year, total meat moving into consumption fell to 125.4 lb from 133.8 lb in 1972.

Main cuts were in mutton and lamb, down from 24.4 lb to 18.2 lb, and pork, down from 27.2 lb to 22.7 lb.

Consumption of poultry slipped by 1.5 lb a head to 25 lb.

Refined sugar moving into consumption reached a peak of 105.5 lb a head in 1974 and fell to a low of 94.1 lb last year.

However, the picture is almost certainly distorted by the "larger stocking" which took place in late 1974, which meant that much of the sugar apparently moving into consumption was not actually used until the following year.

Beer growth

Consumption of vegetables other than potatoes—139 lb in 1972—climbed to 147.5 lb a head in 1974, only to fall to 133.8 lb last year.

Fish consumption was unchanged at 18.8 lb a head, but eggs fell steadily from 273 in 1972 to 246 in 1975.

A steady fall was seen in fruit consumption from 125.8 lb a head in 1973 to 118 lb last year.

Consumption continued unimpaired, reaching 206.1 points a head in 1975 from 189.3 in 1972.

There were increases in spirits and wine, but consumption fell a little last year after peaking in 1974 at 47 points a head and 11.8 points a head, respectively.

Consumer confidence and grocery prices index Page 8

Loeb Rhoades to start London banking centre

LOEB RHOADES and Company, one of America's largest investment and broking firms, has announced plans to create an international investment banking centre headquarters in London.

The aim is to "develop a strong corporate finance group offering a full range of services in international finance."

"Emphasis initially will be placed on underwriting, trading of Eurobonds and on the syndication of Euroloans," said the company.

International banker Mr. Giovanni Malvezzi, aged 43, former managing director of Orion Bank in London, will head the operation.

He said: "The world requires an increasing volume of international finance. Ideas will be needed quite as much as money."

"It is against this perspective of a constant search for creative ideas that Loeb Rhoades plans to expand its international investment banking activities and to coordinate this effort from London."

Passport ban on Rhodesia sanctions breakers

PASSPORT FACILITIES are to be withdrawn from some British citizens because of evidence that they are connected with sanction-breaking in Rhodesia.

In particular, the action will be directed against employees of an airline operating as Air Gabon, formerly known as Africair.

British consulates throughout the world have been instructed not to renew passports of the airline's employees who are either British-born citizens or Rhodesians with British citizenship. The same treatment will apply to any who return to Britain.

The action is in line with Foreign Office policy for several years on people who have identified themselves too closely with the Rhodesian regime, while still retaining their British nationality.

The Foreign Office is passing on to the United Nations' sanctions committee a detailed list of employees of the airline and other information concerning sanctions-busting activities by companies and agencies in other countries.

On the passports, it is understood none of the people involved live in Britain. The restrictions do not apply to all Air Gabon employees—only those who used to work for Africair.

Company formed to help with exports

AMALGAMATED INDUSTRIES, the holding company with interests in machine tools and general engineering, has formed Union Exports to act as export traders.

The move will help manufacturers with exportable products but insufficient volume to justify their own export effort by relieving them of the burden of negotiation, documentation and financial servicing.

Further business includes the consolidation of a number of small orders for several large U.K. manufacturers to one overseas buyer.

Union Exports acts as principal, buying from U.K. manufacturers to orders gained abroad. Mr. George Colborne is its managing director.

Breadwinner wives 'are penalised'

WIVES WHO take over the role of family breadwinner are unfairly penalised by the present tax and social security systems, according to a report by the National Council for Civil Liberties published yesterday.

The report gives examples of the difficulties faced by these families and calls for the amendment of laws which treat women less favourably than men.

"Despite the Equal Pay and Sex Discrimination Acts and the pensions legislation, the Government has done nothing to tackle the root cause of women's disadvantage. The law still assumes the dependence of married women on their husbands."

The Unequal Breadwinner, by Ruth Lister and Leo Wilson. NCCL 30p.

FINANCIAL TIMES 20.8.76

Green with envy

Wales yesterday declined Cork County Council's offer of 2m. gallons of water a day, but the Irish really so awash? The answer is yes. This week-end 20m. gallons of sparkling-clear drinking water are to be released into the River Liffey to raise the water level sufficiently for an annual international canoe race. But then, when you consider there are 22bn. gallons in reserve, enough to satisfy Dublin requirements for three years, they can afford it.

Observer

IDA Ireland

INDUSTRIAL DEVELOPMENT AUTHORITY

MEMO - LONDON OFFICE

28 Bruton Street, London W1X 7DB
Telephone: 01-629 4214

Date 20.8.76.

From Hugh Alston

To Jack Thompson

Jack There must be an opportunity here -
Suggest you contact water demanding industries re: investment plans.

IRISH TIMES 18.8.76.

Water: Cork has 2m gallons a day to spare

By Donal Musgrave

CORK'S OFFER of emergency water supplies to drought-stricken Wales is unlikely to be taken up because the transport and treatment costs would be prohibitive. "We are still considering the offer and would like to thank Cork County Council very much for making it, but it looks like being too expensive to be feasible," said the Welsh National Water Development Authority yesterday.

Meanwhile, commenting on the increasingly severe water shortages in parts of neighbouring Warrington, Lancashire, Mr. Michael Conlon, Cork County Manager, emphasised that "any Irish local authority which would come to it feasible to transport water from us by road or sea tanker would be very welcome to it. The water is there—2 million gallons a day—and at the moment it's just flowing into the sea."

Mr. Conlon, who has come to some criticism for offering

H. Booked ad F.T. Monday.

For further information, contact:
Hugh Alston or Jack Thompson

NEWS ANALYSIS—PLASTICS INDUSTRY

Shell plans growth

BY RHYS DAVID, CHEMICALS CORRESPONDENT

THE FINDING in a report by the British Plastics Federation last week that U.K. plastics companies were showing renewed optimism over prospects has received fairly rapid confirmation with the news that Shell, one of the leading raw material suppliers, is on the point of going ahead with a £20m. expansion scheme.

Shell's proposals, now before the Greater Manchester Council for planning permission, involve the construction of a new 70,000 tonnes a year plant to produce low density polyethylene, a plastic material widely used in packaging. This is only one of a number of moves which are now necessary if a balanced U.K. chemical and plastics industry capable of meeting demand at home and winning an increased share of overseas markets is to emerge.

For like other plastics materials, low density polyethylene is in the middle of a production chain between chemical manufacturing and plastics processing and problems have to be sorted out in all three areas.

Upstream

Shell's decision to add to its existing 88,000 tonnes LDPE capacity at its Carrington site in Manchester will enable the company to share in what is expected to be a rapidly growing market over the next few years.

Total U.K. capacity now is put at about 475,000 tonnes and although consumption fell to about 350,000 tonnes this year and is expected to fall 10 per cent. per annum up to 1980.

"The material is the main plastic used in packaging, accounting for roughly half the 580,000 tonnes total packaging usage of plastics in 1974."

The move will also serve to strengthen the U.K. plastics material supply base. Although the industry has managed to maintain a favourable balance of payments—with the exception of 1974 when a deficit of £47m. was recorded for all materials—it is under competition from EEC suppliers who have established a strong position in the U.K. market.

The British industry's export effort has been concentrated in the Commonwealth where opportunities may be more limited in future.

However, a question which remains to be answered is whether Shell, having made this move, will now go ahead with expansion further upstream in ethylene capacity at a cost of probably £150m.-£200m.

In spite of North Sea oil, U.K. and Continental companies have been slow in coming forward with plans to boost U.K. capacity

U.K. SUPPLY AND DEMAND FOR LOW DENSITY POLYETHYLENE (1,000 tonnes)

	Production	Consumption	Capacity	Exports	Imports
1973	420	434	430	71	—
1974	390	390	440	85	—
1975	305	320-325	475	186	—
1976 (est.)	400	380	475	100	—

Source: British Plastics Federation

U.K. CONSUMPTION OF LOW DENSITY POLYETHYLENE IN PACKAGING (1,000 tonnes)

	1974	1975	1976 Forecast
Film and film products	236	325	—
Bottles, closures, coatings	54	65	—

Source: NEDO

in this vital raw material which years will be anxious to go into around one-third of all whether demand and prices, the U.K. can enable it to make profits and support a good of expansion at group headquarters.

Producers prefer instead to invest on the Continent where the benefits of faster-growing markets and much higher returns have been available. So the U.K.'s share of European ethylene capacity has declined from 30 per cent. in 1965 to 12 per cent. last year.

The only major extension to U.K. capacity projected is a joint 600,000 tonnes a year plant being built on Teesside for ICI and BP at a cost of £135m.

Ethylene capacity in the U.K. remains largely in the hands of the big British companies, with the Continental producers—in particular the Germans who dominate much of the world chemical industry—reluctant to move in.

Dow, the big U.S. producer, has been looking at a scheme to use North Sea gas to produce ethylene but has yet to make up its mind.

Shell is planning to step up its ethylene output at Carrington by de-bottlenecking its No. 3 plant, a move which will push capacity up from 130,000 tonnes to 180,000 tonnes.

The company could also get supplies for its new polyethylene unit from ICI under a swap arrangement whereby it provides ICI with ethylene in Holland in return for access to ICI supplies from Teesside.

Shell's own scheme to build another big ethylene plant is generally considered to be the next likely addition, but the re-vamping exercise now proposed for the No. 3 unit suggests a decision could be postponed.

The company which has lost money in three of the last four years is a prospect of a big export sales of made-in-Britain plastics containing plastic is balanced by the continued loss of parts of the home market as a result of increased penetration by imported cars, electric and other consumer goods.

Shell's move—and it has to be emphasized that it has to receive Board approval with the company—may be a sign that an attempt is now being made to break out.

ENTERTAINMENT GUIDE

OPERA & BALLET	THEATRES	THEATRES
<p>COLISEUM. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>COLLEGE THEATRE. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>ROYAL FESTIVAL HALL. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p>	<p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p>	<p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p> <p>ADRIAN TYLER. 01-336 5167. ENGLISH NATIONAL OPERA. 5.30. The Marriage of Figaro. Wed. and Fri. 7.30. The Marriage of Figaro. Thurs. 7.30. The Marriage of Figaro. Fri. 7.30.</p>

OVERSEAS NEWS

U.S. envoys confer with Christians in Jounieh

By Michael Tingy

BEIRUT, August 22.

United States Government envoys in Jounieh, Lebanon, met with Christian leaders in a bid to bring about a ceasefire in the Lebanese-Palestinian conflict. The envoys, Mr. David Mak and Mr. Robert J. White, were accompanied by a large number of American officials. The meeting was held in a large hall in Jounieh, where the Christian community has been displaced by the influx of Palestinian guerrillas. The envoys expressed their concern for the safety of the Christian population and their desire to see a peaceful resolution of the conflict. They also discussed the need for international support to help the Christians in Lebanon.

The U.S. had given implicit support to the Syrian intervention in Lebanon as long as this was aimed at taming the Palestinian guerrillas. Diplomatic sources said Washington now feels the Syrian intervention is deadlocked unless the Syrian troops move to finish off the crisis soon. The sources linked the arrival of the two diplomats in Jounieh to the approaching end of the six-year term in office of President Suleiman Frangieh. A new Lebanese regime is supposed to start on September 23 when Mr. Sarkis takes over from Mr. Frangieh.

At the same time, Mr. Pierre Gemayel, the leader of the Phalangist party, Lebanon's largest Christian organisation, has announced plans for the enlargement of the port of Jounieh and the construction of an airport in the Christian-held areas. The plans were seen as part of steps to make the Christian enclave self-sufficient. It was Mr. Gemayel who had set off a wave of speculations about partition when he called for restructuring the Lebanese government system on the basis of decentralisation. He made the announcement only 24 hours after right-wing forces 10 days ago captured the Palestinian camp of Tal al Zaatar, which was the last Palestinian and Muslim stronghold in the Christian enclave at the southeastern end of Beirut.

U.S. Government, through Mr. Brown, the special President Ford had sent early this year, went on as opposing partition. Lebanon is reported to feel a Christian State in parts of Lebanon would not only the situation but the East problem as well. It could create an embarrassing problem for U.S. policy in the Arab world. While here, Mr. Mak and Mr. White had trouble with the Arab world because support for Israel. Should the Arab world emerge in an anti-strong opposition to the Arab world, Washington might not be able to.

PEC experts meet to discuss oil price rise

OUR OWN CORRESPONDENT VIENNA August 22.

Officials of the oil-producing states met in Vienna to discuss the possibility of an increase in crude oil prices. The meeting was held in a large hall in Vienna, where the OPEC members gathered to discuss the current state of the oil market. The experts discussed the need for a coordinated approach to oil pricing and the impact of recent price fluctuations on the global economy. They also considered the role of OPEC in stabilizing the oil market.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

\$2bn. fund for Egypt completed

By Michael Tingy

CAIRO, August 22.

The Gulf Fund for Egyptian Development was completed over the weekend and an agreement was signed by Egypt's Minister of Finance, Dr. Abu Ismail, and the newly appointed president of the fund, Sheikh Mohamed Aba el Kheir. The fund is initially established with a capital of \$2bn, which Egypt hopes will be a capital base upon which six times that sum could be raised over the next five years. Initial shareholders in the GFED are Saudi Arabia (40 per cent.), Kuwait (25 per cent.), the United Arab Emirates (15 per cent.), and Qatar (10 per cent.).

The fund has agreed to two objectives: to help finance the Egyptian government's 1976-80 five-year planning strategy and provide direct budget support to help cover Egypt's balance of payments deficit. Egypt has since applied for a budget support loan of \$500m. from the Saudi Arabia (\$1.2bn.). The fund, whose headquarters in Riyadh, will consider the application and reply within one month, officials said. Total payments in the 1976 foreign currency budget are an estimated \$2.3bn., with a huge deficit of \$2.171 bn. This partly filled by \$565m. in bank facilities, \$211m. in supplier credits, and \$294m. from other sources, mainly grants, deposits, and loans.

That Egypt should immediately want to take advantage of the payments support clause in what is intended to be a fund for economic development highlights the stumbling blocks to come. Egypt optimistically perhaps hopes that the GFED will borrow money from international institutions and fund member governments to boost the fund to \$1bn. over the five-year period. It is for a fund of between \$7 and \$12bn. for a gigantic programme to cover Egypt's entire foreign payments commitments was the basis of President Sadat's appointing gulf swing earlier this year, which produced cash grants from the Saudi states and Saudi Arabia totalling only \$720m.

The fund idea, whose basic aim is to transfer borrowing from short to long term, prompted the Arab Fund, over the five-year period, to benefit in the week ended July 31 compared with 3,112,000 a week earlier. AP-DJ

Jobless down

WASHINGTON, Aug. 22

STATES received 397,000 initial claims for regular unemployment insurance in the week ending August 14, only slightly less than the 401,000 initial claims filed a week earlier. The Labour Department said that about 3,047,000 persons were receiving regular state unemployment benefits in the week ended July 31 compared with 3,112,000 a week earlier.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

Marcos puts quake death toll at 8,000

BY OUR OWN CORRESPONDENT

MANILA, August 22.

PRESIDENT Ferdinand Marcos today placed at 8,000 the death toll in last week's earthquake and tidal wave disaster in the southern Philippine Mindanao region as he announced a \$US. 160m. five-year programme to rehabilitate the predominantly Moslem area. Speaking at a press conference following an emergency Sunday cabinet meeting, the second line with its policy of "self-reliance." The country was grateful, however, for the many foreign offers of assistance "but we do not need help right now," said Mr. Marcos. "We are capable of depending on our own resources for the meantime," he added.

Mr. Marcos did not say what would be done with donations that had already arrived here. However, he accepted some \$30,000 of relief material donated by the British Government including a water purifier which he ordered flown to the south immediately. The goods were flown here yesterday by a British Royal Air Force plane. At the news conference, Mr. Marcos also expressed the hope that the disaster would finally end the bloody Moslem secessionist revolt in Mindanao, where some 4,000 lives have already been lost in the fighting during the past four years. Many of the remaining rebels had come down from the hills, Mr. Marcos said, and described the prospect of national unity as the disaster's "silver lining."

The President, who returned here yesterday from a two-day tour of the ravaged area, described the damage as "beyond expectations." He said 1,000 schools were destroyed and 4,000 fishing boats belonging to small Moslem fishermen, who were the hardest hit by the high tides, were lost. All wharves and piers along the entire length of the 450-mile coastline of the Moro Gulf facing the Celebes Sea, where the tremor was centred, were either damaged or destroyed. Rebuilding the schools alone, he pointed out, would take at least 50m. pesos (about \$8.6m.). His five-year programme, according to Mr. Marcos, would put emphasis on the rehabilitation of existing as well as the construction of new infrastructure projects like roads, bridges, irrigation systems in order to provide employment to the victims. The priority previously given to a housing project in the Manila area would also now be centred on Mindanao.

The President's announcement on the casualty figures were higher than the figures given by the national disaster co-ordination centre, which were, a few hours after Marcos' Press conference, placed at 3,309 dead, 2,881 missing and about 18,953 families homeless.

Swapo seeks Communist arms aid

LUSAKA, Aug. 22.

AFRICAN nationalists fighting against South African rule in Namibia (South West Africa) plan to intensify the guerrilla war there and want Cuban and Soviet assistance from the Cubans as well as other countries—but we do not necessarily need assistance from other countries in the fight," said Mr. Nujoma.

Asked if a recent visit he paid to Moscow was connected with plans to step up the fighting, Mr. Nujoma said: "Certainly we need arms and ammunition to fight ahead with the war of liberation. We need arms and we cannot get these arms from the western countries, which have chosen to be friends with South Africa." Mr. Nujoma was speaking less than a week after the announcement of Namibian independence plans by the South African-sponsored multi-racial conference in Windhoek on the territory's future.

Delegates there, revived by Swapo as stogues and puppets to the South Africans, last week proposed an interim government to lead the former German colony to independence by December, 1978. Swapo had not been invited to the Windhoek gathering. Asked for his reaction to the independence plan, Mr. Nujoma said his organisation would intensify the armed liberation struggle as well as political mobilisation. "We will continue with the fight until genuine democratic freedom and independence is achieved in our country," he said. "We will continue to wage the armed struggle against any puppet government which [South African Premier John] Vorster installs in Namibia. He will crush it."

There has been widespread speculation here that U.S. Secretary of State Henry Kissinger has been pressing South Africa to expand the Windhoek talks to include Swapo, turning them into a constitutional conference which would be held in Lusaka or Geneva. Mr. Nujoma said to-day however, that any talks outside Namibia would have to be directly between Swapo and South Africa and the only topic would be the mechanics of Pretoria handing over power to Swapo. Swapo says it is the sole legitimate representative of the Namibian people and demands South African recognition. Reuter

Chinese say 100,000 killed

PEKING, Aug. 22

CHINESE officials have told foreigners that 100,000 people were killed in the city of Tangshan by last month's powerful earthquake, according to reliable sources. The sources said the figure, not openly published, has been circulated in factories and universities. The sources said the figure was approximate and applied only to Tangshan, which has some 1.6m. inhabitants, not to the entire stricken area. Records say 330,000 people died in an earthquake in China in 1556, the highest toll from a single earthquake disaster known to historians.

The sources quoted Chinese officials as having said about 2,000 people were killed when Tangshan's biggest hospital was swallowed up by the earthquake. China's never announced casualty figures for natural disasters in media to which foreigners have access, but many newspapers, documents and broadsheets circulate for a more or less restricted readership. Reuter

U.S. Government, through Mr. Brown, the special President Ford had sent early this year, went on as opposing partition. Lebanon is reported to feel a Christian State in parts of Lebanon would not only the situation but the East problem as well. It could create an embarrassing problem for U.S. policy in the Arab world. While here, Mr. Mak and Mr. White had trouble with the Arab world because support for Israel. Should the Arab world emerge in an anti-strong opposition to the Arab world, Washington might not be able to.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.

The next regular ministerial OPEC conference is to be held in Vienna in December. Several member countries, including Algeria and Iraq, want an extraordinary session to discuss new oil prices. So far only Saudi Arabia's oil minister Sheikh Zakia Yamani has announced he will attend. Mr. Yamani would not comment on the possibility of an extraordinary meeting of OPEC oil ministers to discuss an increase in the official crude oil price. But he is likely to discuss the topic with his colleagues from Nigeria who is due to arrive in Vienna on August 28.



Highlights of the report of the directors of O & K Orenstein & Koppel AG submitted to shareholders on 2nd July 1976 with the Annual Report and Accounts:

Review of 1975

Business during 1975 was severely hit by the world economic recession. Although competition in domestic and overseas markets was extremely fierce, the Company's spheres of activity were not as badly affected as industry in general.

Company turnover was 10% up on 1974 at DM 757.9m. Exports accounted for 50% of total turnover as against 48% the previous year, while total output rose by 12% to DM 779.1m. Total group turnover, including foreign marketing and production activities, rose to DM 900m. in 1975 after allowing for reciprocal deliveries. At DM 1059m., new orders were 16% up on the previous year, export orders accounting for 42% as compared with 61% in 1974.

Despite a difficult year in the building sector, turnover from construction machinery rose by 11% to DM 369m., or 49% of total turnover as compared with 48% in 1974, due to intensified sales efforts at home and abroad and rationalisation and expansion of the Company's product range.

Turnover from shipbuilding rose by 32% to DM 178m., with new orders at 60% of last year's exceptionally high figure. With world shipbuilding capacity well in excess of demand, the Company found it impossible to meet the short delivery dates currently required, owing to the number of orders already in hand.

General engineering activities showed a DM 25m. drop in turnover to DM 170m., due mainly to longer term contracts for opencast mining equipment at the Lübeck works. New orders received for this type of equipment during 1975 both for export and domestic use were very satisfactory. Sales of escalators and marine cranes showed an increase over the previous year, but demand for fork-lift trucks failed to revive.

New orders for locomotives and rolling stock increased considerably, while turnover rose by DM 11m.—but profits, particularly those from rail

car construction, were unsatisfactory as a result of severe competition.

During 1975, work was transferred from the Lübeck works to factories not employed to full capacity, in order to avoid short-time working and balance out capacity utilisation.

Finances, Profit, Dividend

Financial requirements for the year were DM 98.5m., of which DM 26.2m. were covered by depreciation and disposal of assets.

Paid-up capital was unchanged at DM 60.0m., and with the allocation of DM 1.6m. from the year's net profits, total reserves now stand at DM 58.0m.

Total assets at 31st December 1975 were DM 686.9m., or 2.4% up on the previous year. The trading surplus for the year was DM 8.8m., an increase of DM 2.2m. over the figure for the previous year.

After the allocation of DM 1.6m. to reserves, the balance sheet profit of DM 7.2m. is being used to pay a dividend of 10% on the share capital, plus a 2% bonus on the share capital to celebrate the Company's 100th anniversary.

Staff

The company payroll on 31st December 1975 was 8,500, 180 fewer than at the end of the previous year. Employees were taken on at the Lübeck plant, but in other factories employees lost due to natural wastage were not replaced. The proportion of foreign workers fell slightly to form 12.1% of the total workforce. As from 1st January 1976, expenditure on wages and salaries rose by 6.8%.

Prospects

At the beginning of the 1976 financial year, orders in hand amounted to DM 936m., 46% up on the previous year. These are mostly long term production contracts for opencast mining equipment, marine cranes, shipbuilding and floating dredgers. A further increase in demand for Company products is anticipated, particularly in the export field, and the full employment of the existing workforce seems assured for 1976.

	1975	1974	1973	1972	1971
Turnover	757.9	691.5	654.1	622.8	561.9
Export ratio	50	48	47	46	45
Total output	779.1	698.3	702.6	642.2	561.4
Wages and salaries	97.1	95.8	93.0	88.3	86.8
Employees	8,500	8,680	8,700	8,530	8,360
Depreciation	25.2	24.4	23.5	22.8	22.3
Depreciation as % of investment	27.7	27.1	26.9	27.5	27.3
Share capital	60.0	60.0	60.0	60.0	60.0
Reserves	58.0	56.4	54.4	51.9	47.7
DM	5.8	5.6	5.4	5.2	4.8
DM	7.2	6.6	7.7	7.1	5.7
Dividend	10	2	10	14	14

O&K Orenstein & Koppel Aktiengesellschaft
Head Office: Wafford/Northampton NN6 7XN

RAND MINES PROPERTIES LIMITED

(Incorporated in the Republic of South Africa.)

PRESS ANNOUNCEMENT

Mines Properties Limited ("R.M.P.") and its holding company, Rand Mines Limited ("Rand Mines"), presently own 50 per cent of the ordinary share capital of Thesen and Co. ("Thesen").

has formulated proposals which are designed to result in the entire issued ordinary share capital of Thesen (other than shares held by Rand Mines) becoming vested in R.M.P. The proposals relate to these shares having to be posted to the shareholders and the outcome will be announced as it is available.

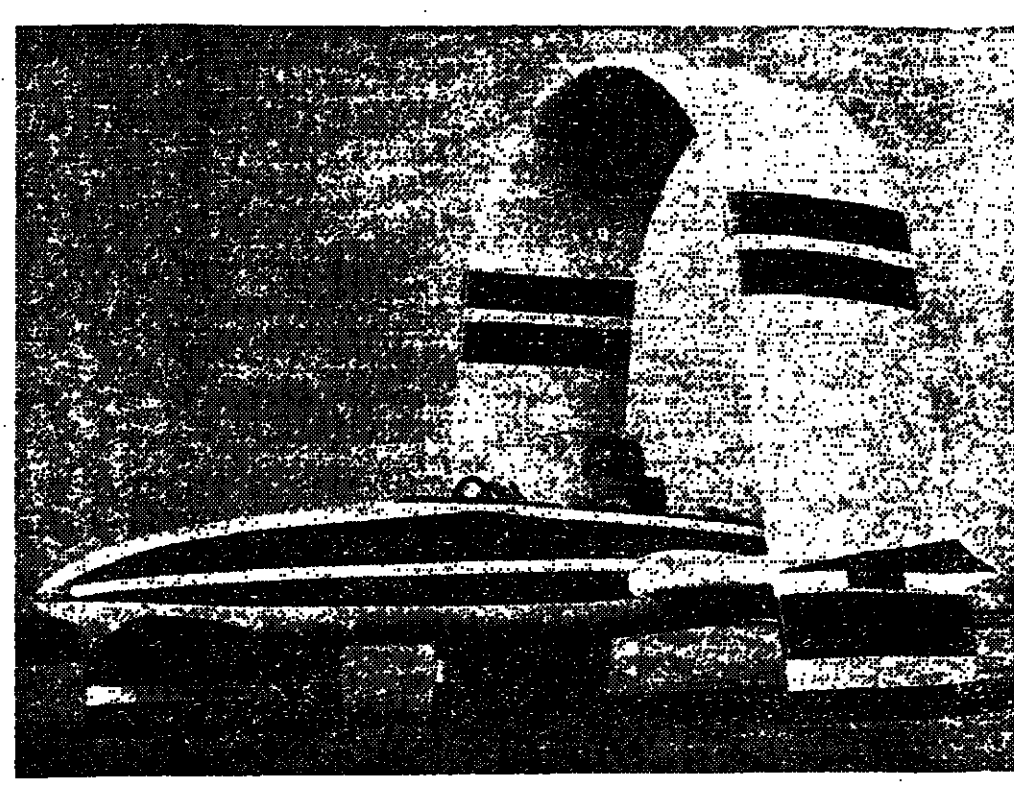
newspaper, August, 1976.

The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOFERS

Electric car makes use of the wind

This wind and battery powered car—dubbed the rainbow, after its arched "sail"—may be in production in the U.S. by the year's end. Invented in 1973 by a former research engineer at the University of Michigan, James Amick, the car came to the attention of Mark Goldes, who last year founded Sunwind a research and development company, which so far has spent \$US251,000 on it and the research it has entailed. It is claimed that the prototype, which seats one person, has in recent tests shown it can maintain a speed of 55 mph for 250 miles with only an 8 mph cross wind. With no wind at all the car will go 33 miles at a speed of 40 mph, and 60 miles at 25 mph. The basic design and principle of the vehicle was worked out by Amick and based on a recreational car he first built in 1969, which might be described as a sailing ice-boat. Wheels were substituted for the skates, and the car was eventually tested at the Bonneville salt flats where it achieved a speed of 60 miles an hour. Batteries are mounted in each of two of the three wheel



housings and the wind is used to recharge them whenever the power produced by the wind exceeds that being used to propel the car. In kit form the car will cost \$US3,500. Assembled, and with batteries, it will retail for \$US5,500. At the end of 1977 Sunwind hopes to be marketing

a two-passenger car but in the meantime it has granted licences for production to three companies. Ideas for future development of the car are being centred on making the "sail" retractable, on the incorporation of a vertical axis turbine which would be wind-driven and used to store

energy, even while the car is stationary, and on the use of solar cells. The car is being marketed by Sunwind of Sebastopol, California and technical details can be obtained from James Amick, 1464 Cedar Bend Drive, Ann Arbor, Michigan 48103.

COMPONENTS Multi-way couplings

ADDED TO the range of metal bonded multi-way couplings marketed by Multi-Coupling Pneumatics is the PA plastic series. The new units are for use with compressed air, industrial gases and vacuum in control cabinet, panel work and tube bundle system applications. Features claimed are fast installation, minimum cost and elimination of crossed connections, together with leak free "make and break" repeatability. These quick disconnect units for both inline and panel mounting are available in imperial and metric tube sizes for connecting from 3 to 12 tubes. Integral check valves automatically seal the pressure supply when the unit is disconnected and a locating pin ensures that

TRANSPORT Watches the earthing

VEHICLES such as road fuel tankers are prone to static electricity build-up both before and during loading operations and the normal way of preventing problems is to connect the vehicle to a good earth before operations commence. According to Texcel Electronics, however, danger arises when the earth connection deteriorates and so it has put on to the market the Safe-T-Ground TR6 device. This pro-

LUBRICATION Sends oil round the system

A MOTORISED pump/tank unit has been added to the range of oil recirculation and total loss lubrication systems made by Bielomatik London, Cotswold Street, London, SE27 0DP (01-761 1211).

vides a dual path from the vehicle to earth and automatically shuts off power as soon as it detects a resistance greater than four ohms across the earth path. Alarm contacts and lights provide aural and visual signals of the danger. More from 13, Cunningham Hill Road, St. Albans, Herts AL1 5BX (St. Albans 54452).

The unit can be used in two configurations. For an oil recirculation system the motor operating the pump is controlled automatically by a switch mounted on a bleed block at the end of the main lube pressure line. Where a total loss system is used, the unit is governed by a controller containing preset timers—these determine the duration of pump running time and the interval between running periods.

There is a facility for feeding two separate lube circuits—say a one-shot recirculatory system on a machine and number of external lube points which could be of the total loss type. This ancillary circuit would be connected to the pump/tank unit via a solenoid-controlled valve and timer, or similar system.

METROLOGY Measures on its own

FERRANTI has announced a further development of the Cordax three dimensional measuring machine in which all the motions of the probe head are under direct computer control (DCC).

In effect the metrologist simply watches the machine make the measurements, the motions in the three axes being carried out by high performance five inch per second servo drive systems. The result is better inspection productivity, accuracy, versatility, reproducibility and also reduced fixture costs. The three co-ordinate measurements, x, y and z, appear on large digital displays to an accuracy of ± 0.0005 inch.

A further development is that the various measurement programs that have been devised for previously manually-shifted heads have been consolidated into a single package, the machine being given the appropriate instructions by key pad depression on a portable cable-connected box. For example, the component does not have to be aligned on the table; the machine makes some basic axis reference readings and uses the alignment of the item as placed on the table. It can also determine polar from cartesian co-ordinates, and in a centre from any three circumferential readings, and so on.

The probe is such that at the moment it contacts a face (in any direction) an electronic signal causes a read-out from the moire fringe system; the servo stops the head, overshoot having no significance.

Three machines are offered, models 3000, 5000 and 7000. The 5000 for example has measuring ranges of 1,220 mm (48 inches) in X, 810 mm (32 inches) in Y and 405 mm (16 inches) in Z. The elevating table is motorised. Control is from a PDP11 minicomputer with 28k of memory; included is a paper tape reader, 50 ch/sec punch, an L38 Derivator and the new control software.

An interesting aspect of the machines is that although the software is such that basic coded commands are easily given by the operator on the 16 key box, it also contains features which he exploits by more experienced users to provide more complex facilities. More about the Cordax DCC machines can be obtained from Ferranti's Industrial products department, Thornycroft Trading Estate, Dalkeith, Midlothian EH22 2NG (031-663 2821).

the overall subject of plastics waste disposal is discussed. But the general conclusion is that there are problems with degradable plastics.

For example, special additives incur a risk of contamination of water supplies, while the widespread use of degradable could encourage the general public into thinking that all plastics wrapping can be discarded, aggravating the problem of litter.

Degradable materials are concerned with packaging end-uses, says the report, concluding that it is likely that this industry will make increasing use of the more sophisticated materials, such as composite films, where the complex polymer make-up would make effective degradants difficult.

The view expressed by the report is that there is a need to consider alternative starting materials for the manufacture of "disposal plastics" based on naturally occurring materials, other than oil. Biological recycling of discarded and buried materials would then occur without the need to incorporate special additives.

The report is available at £35 from Fulmer Research Institute, Hollybush, Hill, Stotting, Slough, Bucks, SL4 4QD (Fulmer 2131).

Heat from a film of lacquer

FROM time to time conductive paints and lacquers are introduced which, although they hold promise for new techniques in surface heating frequently suffer from both short and long term instability effects.

Now a company called Canespa (U.K.) has been formed which will control the manufacturing and marketing rights in the U.K. for a process invented by a Dr. Reuter in Germany in which, it is claimed, previous shortcomings have been overcome.

Manufacturers will be offered exclusive manufacturing and marketing rights within their own product areas on the basis of a technology fee plus royalty. The conductive film itself is sandwiched between the substrate on which it is sprayed and a backing layer of high density polyurethane foam. The substrate would probably be enamelled steel plate which, while offering insulation to the heating current would be reasonably conductive to heat. In this way, most of the heat leaves through the front of the panel. Current is fed in at mains voltage at the opposite edges of a panel using copper strip terminals.

The sprayed film consists of very fine carbon particles in a binder. The sandwiching results in a hermetic seal for the film which is thereby prevented from oxidising. It is claimed that the temperature cycling resulting from a central heating situation will not degrade the film—it is in any case run at only 0.01 watts per sq. cm. yielding a surface temperature of 80 deg. C.

Thus a panel measuring 1.0 x 0.6 metre would dissipate 600 watts, so that a room heating load of say, three kilowatts could be well distributed to produce very even heating.

The company states that the BEAB is "happy" with the system and believes that ultimate manufacturers of the panels

would have little troubles with approval on safety grounds. Installed cost is also claimed to be less than other forms of electrical heating, and because the panels provide additional insulation of the room, heat and therefore electrical input should be less. The new company is at Drayton House, Gordon Street, London WC1H 0AX (358 2920).

HANDLING Helps to stuff long containers

ABLE TO reach to the far end of a 40 foot ISO container, mobile telescopic container conveyor has been developed by P and R Mechanical Handling, Caerphilly, Cardiff (0222 885505).

Mounted on a castor platform, the conveyor is wheeled into position. Boom height is adjusted hydraulically, and by releasing a small hand-wheel and starting the belt, the boom is extended to whatever length (up to 44 feet) is required. To retract the boom the belt is reversed. The conveyor is driven from the mains by a 1 hp geared electric motor.

Individual loads up to 1 cwt can be carried on the 24-inch wide grip faced rubber belt. Belt speed in either direction is 30 feet/min. The retracted length of the conveyor is 32 feet. Minimum loading height is 2 feet and discharge height ranges from ground level to 20 feet. Overall reach is 34 feet.

Quoting a vehicle 8 feet high, by 3 feet wide of 40 feet long (capacity 2,560 cu. feet) the maker says it would normally take a three man crew 8 hours to load 1,800 boxes into such a space. Using the conveyor, which is designed to carry 11,400, it is claimed the same crew could complete the operation in 2 hours. Cost of the unit is about £2,400.

Sorting components from sprues

FOR SORTING components from reclaimable sprues and runners ejected from an injection moulding machine, a unit has been introduced by Albis Plastic Co. (Great Britain), York House, Elmwood Way, Wexley, Middx, HA9 0PA (01-903 7188).

The unit does not break the components away from the runners at the gating points—it has to be used with a machine which has already carried out this separation. It consists of a drum to which the injection-moulding machine's output is fed. The drum is covered with rubber spikes which collect the sprue/runner scrap, which is fed to a granulator.

The maker claims the standard drum is suitable for most small mouldings, but drums with a greater number of spikes can be supplied for dealing with very small parts. It is stated that the machine is particularly suitable for use with small multicavity mouldings such as buttons, caps, closures, bushes and a wide variety of technical and packaging components.

for instant accommodation
ring (Free Charge) 291
COMPTON BUILDINGS LTD
291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

DATA PROCESSING Marks track the stock

AN INTERESTING attempt to point of sale terminal keeping track of sales and getting them into a computer has been introduced by Data Recognition.


Called DataTag, it is a basic optical mark recognition system which accompanies each item from the warehouse to the point of sale. Particularly for the garment retail trade it is already being pioneered by Steinberg, whose Alexon mark is well known in the fashion circles. This mark has rejected the tag alternatives on the grounds of cost or inflexibility.

Generally a tag carrying such as price, stock number, colour will come with the item from the warehouse to the point of sale.

But changes sometimes have to be made, and the point about the Data Tag system is that this can be done with a black tip pen up to the moment which the item is sold or later if this is necessary.

It is no question of punched cards, keying data on terminals or the day of the tag sent to the data centre, they are read by machine feed to the computer.

A further important point is that the tags can be printed on a standard computer printer. Each DataTag has its OMR code and alpha-numeric information, becomes a collection sales/price/stock device. The tag is designed to be used on a standard computer terminal so that the need to mark or to use a normal selling point is avoided. A special computer program has been developed for the exception basis so that the need to mark or to use a normal selling point is avoided. A special computer program has been developed for the exception basis so that the need to mark or to use a normal selling point is avoided.



This announcement appears as a matter of record only August 1976

Portland General Electric Company

US \$ 40,000,000

Two Year Revolving Facility

Managed by
Bayerische Vereinsbank
Credito Suisse White Weld Limited

and provided by

Julius Baer International Limited	Compt Bank Limited
Banco Urquijo S.A. New York Agency	Creditanstalt-Bankverein
Bank Brussels Lambert (U.K.) Limited	Credit Lyonnais Los Angeles Branch
The Bank of Tokyo Trust Company	Credito Suisse
Banque Belge Limited (a member of the Soc. Generale de Banque Group)	Credito Suisse (Luxembourg) S.A.
Banque Generale du Luxembourg S.A.	International Commercial Bank Limited
Banque Nationale de Paris	Kreditbank N.Y.
San Francisco Branch	Kreditbank S.A. Luxembourgise
Banque Worms	Samuel Montagu & Co. Limited
Bayerische Vereinsbank Los Angeles Agency	Rainier National Bank
BfG Luxembourg, S.A.	N.M. Rothschild & Sons Limited
BHF-Bank-DG International	Societe Generale de Banque S.A.
Christiana Bank og Kreditkasse	U.B.A.E. - Union de Banques Arabes
International S.A.	et Europennes S.A.
	Vereins- und Westbank Internationale, S.A.

Agent Bank
Bayerische Vereinsbank International S.A.

CONTRACTS AND TENDERS

Invitation for Tenders

The Government of the Yemen Arab Republic (YAR) and the People's Democratic Republic of Yemen (PDYR) have received loans from the Arab Fund for Economic and Social Development towards the cost of construction of a road linking the city of Aden in PDYR with the city of Taiz in YAR, consisting of:

1. YAR SECTION:
Approximately 80 kilometres of 2-lane asphaltic concrete road 7.0 metres wide with 2.0 metres wide shoulders on both sides extending from a point 6 km. from Taiz on the Taiz-Sanaa road up to the borders between YAR and PDYR passing by Ar Rahda, including one reinforced concrete bridge.
2. PDYR SECTION:
Approximately 58 kilometres of 2-lane asphaltic concrete road 7.0 metres wide with 2.0 metres wide shoulders on both sides extending from Aden to Nawbat Dukaim and approximately 8.4 kilometres of improvement to the existing road between Nawbat Dukaim and the borders between PDYR and YAR including 4 pre-stressed concrete bridges and one reinforced concrete bridge.

Qualified international contractors are invited to bid for the construction of either or both of the above sections.

Tender documents can be obtained as of 15th September, 1976 against a non-refundable charge of US Dollars 200.00 (US Dollars two hundred) for each of the sections from:

Highway Authority, Sanaa, YAR, for YAR section, Ministry of Communications, Khormaksar, Aden, PDYR, for PDYR section, or from
Dar Al-Handasah Consultants (Shair and Partners), 31 New Cavendish Street, London W1M 7PS or
Abdallah Al-Tal Building, Jabal Al-Husseini, Opp. Moasher Hospital, Amman, Jordan.

Tender documents should be simultaneously returned duly completed to Highway Authority, Sanaa, YAR, for YAR section and to the Secretary, Central Tender Board, Aden, PDYR, for PDYR section, on or before noon of 15th November, 1976, and as instructed in the tender documents.

DEMOCRATIC REPUBLIC OF THE SUDAN ROADS AND BRIDGES PUBLIC CORPORATION RAHAB ROAD SYSTEM CONTRACT No. R7 REGISTRATION OF PROSPECTIVE TENDERERS

The Rahab Road System is a system of all-weather roads associated structures to be constructed as a part of the R Irrigation Project.

The Project is sited in an area of semi-desert on the bank of the River Rahab, some 180 km to 300 km south-east of Khartoum.

The Contract for the construction of the Rahab Road System will be the subject of international competitive tendering under the terms of financial aid negotiated between the Democratic Republic of the Sudan and the Arab Fund for Economic and Social Development, Kuwait. Financial aid has also been negotiated with the Kuwait Fund, the Saudi Fund for Development, the International Development Association (IDA) and the United States Agency for International Development (USAID) for other parts of the Project not being the subject of this advertisement.

The Rahab Road System Contract comprises the construction of some 82 km of 6.5 m carriageway spine road and 7 of 5.5 m carriageway feeder roads. The carriageways of classes of road have bituminous surface treatment and both hard shoulders. The associated structures include 1 culverts, some forty-five larger culverts and small bridges, a major bridge 84 m long of reinforced concrete with five spans over the River Rahab. Some cast in situ concrete piling will be required.

To construct the Works it will be necessary for the successful Tenderer to establish a quarry for some road materials and concrete aggregates.

Generally, the construction of the Works will be preceded by the near completion of the irrigation supply works, anticipated that the Contract will commence early in 1977 and take two years to complete.

The Contract will be a unit price contract against specifications and designs prepared and compiled by the Project Corporation. A Variation in Price clause will be included in the conditions of Contract.

REGISTRATION OF TENDERERS

Firms who wish to be advised when tender documents ready for issue should write to the Project Corporation regarding their interest as soon as possible, but not later than 17 September, 1976.

Firms, whose applications for registration are received after the above date, will not be barred from tendering, but no consideration of tender period will be allowed on that account.

PROJECT CONSULTANT

The Project Consultant, to whom applications for registration should be sent, is:

Sir M. MacDonald & Partners
Demeter House
Station Road
Cambridge CB1 2RS
United Kingdom

who will acknowledge all applications and, in due course, send further particulars.

Signed: Sayed Abdu Mohamed Abdu
The Director General
Roads and Bridges Public Corporation
Democratic Republic of the Sudan

SYRIAN STORING AND DISTRIBUTING CO. PETROLEUM PRODUCTS "SADCO" No. 6130/23

Date: 8/8/1976
File No: 40

ADVERTISEMENT FOR CALL OF OFFERS OF TOP URGENCY

The Syrian Storing and Distributing Company (SADCO) announces call of offers for the sale of PETROLEUM PRODUCTS. The call of offers is open to all interested parties. The call of offers is open to all interested parties. The call of offers is open to all interested parties.

1. Period of Offer: 15 days from the date of publication of this advertisement.
2. Place of Offer: SADCO, P.O. Box 100, Damascus, Syria.
3. Conditions of Offer: As per the terms and conditions of the call of offers.
4. Method of Offer: By submission of a written offer to the SADCO.
5. Validity of Offer: The offer is valid for 15 days from the date of submission.
6. Award: The award will be made by the SADCO on the basis of the lowest price.
7. Contract: The contract will be awarded to the successful bidder.
8. Payment: Payment will be made by the SADCO to the successful bidder.
9. Delivery: Delivery will be made by the successful bidder to the SADCO.
10. Dispute: Any dispute arising from the call of offers will be referred to the Arbitration Tribunal.

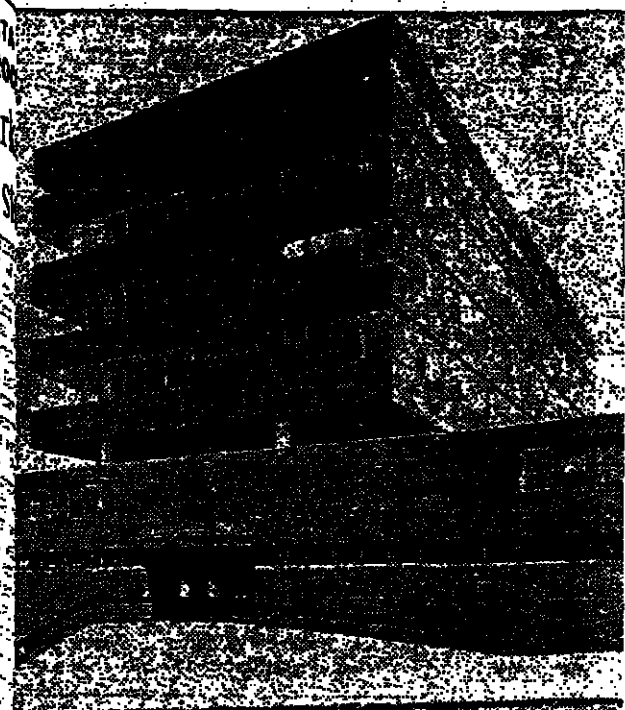
General Manager
MOHAMED NADIM BADEN

SAUDI ARABIA'S ENGLISH LANGUAGE NEWSPAPER GOVERNMENT TENDERS PUBLISHED DAILY

Arab News

Subscription:
U.K. 6 months £37.50 (inc. postage)
Europe 6 months £5.00 (inc. postage)
4/7 GOUGH SQUARE, FLEET STREET, LONDON EC4A 3DF
TEL: 01-353 4411 TELEFAX: 01-353 4412
Advertisement Director: Derek O'Grady

Building and Civil Engineering



by Willett (Trafalgar House Group) under a contract of about £2m., the new South London Technical College nights Halls, London, S.E.27, has just been handed over to Inner London Education Authority of the Greater London Council. Consulting engineers were F. R. Bullen and Partners.

ide spread work for Wimpey

HER CONTRACT in Surrey, has been awarded Wimpey which only last week said that it was to under-£7m. scheme there. Latest job is worth £2.1m. It includes the development of a new shopping mall leading off High Street through the existing British Home is to be extended and in there will be 15 shops, a supermarket and some demolition work will be completed in September.

property investment sub-division of Wimpey has purchased a site in the site. Wimpey also appears to be busy in other parts of the country. In Essex, the company has a £2.5m. contract for the construction of 204 homes for the county council at Colchester. Wimpey has won a contract from the Metropolitan Borough of Havering where, at West Farm it is to build 100 houses.

ore work Heathrow

UN Construction has been awarded a contract worth over £5m. by the British Airports Authority covering phase 2 of a large overall redevelopment of existing Terminal 2 at Heathrow Airport. The contract covers modification of half of the ground floor and first floor.

Homes for U.S. Navy families

ESTATE DEVELOPMENT and Management Services (Glasgow), Barratt Developments (Aberdeen) and Dawn Hooper Property Company, Glasgow, are jointly developing 60 houses on a 7.5 acre site in Brechin for lease to the U.S. Navy Department on a five-year term renewable up to 20 years. At the end of the final term the estate will revert and the freeholds put on the open market. Dawn Hooper is financing the £800,000 project, which will be constructed by Barratt and administered by EDMS. The scheme will provide homes for the families of U.S. naval personnel based at RAF Edzell.

Modern answer

Mocol glass fibre reinforced plastic pipes are the answer to engineering problems. They combine high strength with light weight, resistance to corrosion, heat and electrical insulation, and vibration resistance; reduce transport costs; high flow rates; are maintenance free and resistant to ageing and are easily installed and joined. Before you design, specify or install your next high pressure pipe or system contact: Modern Composites Limited, Church Hill Industrial Estate, Lancing, Sussex BN15 8TU. Telephone: 090 83 64461. Telex: 877150. A member of the Ciba-Geigy International Group.

HIDE HEW - he has everything you need to keep the job moving. Remember, anything they can do Hew can do better. **HEWITT/STUART Plant Hire Nationwide** 135 Buchanan St Glasgow G12 2JA Tel: 041-221 7331

Sugar mill job for Sir A. McAlpine

THE KENANA Sugar Company of Khartoum, has issued a letter of intent to award a \$US19m. contract to the Sir Alfred McAlpine Group for concrete work associated with the sugar mill complex of the Kenana sugar project at Kosti, in the Sudan. Compagnie Francaise d'etude Construction Technip, of Paris, is main contractor for the sugar mill, and Lomho is managing the project. Work includes the placing of 40,000 cubic metres of concrete in foundations and paving, with the contract scheduled to be completed in two years. In October 1975, McAlpine received a contract for the first phase of the irrigation works for the Kenana project.

Mobile crane

A BABCOCK Arcomet self-erecting mobile crane, model VK20A, will be shown for the first time in the U.K. at the Public Works Exhibition (Birmingham, November 15-20).

This 20-ton crane weighs 22,100 kg in its working condition, with a height under the hook of 20 metres, rising to a maximum of 30.1 metres when luffed to 30 deg. It can be self-propelled in the erected position. The crane is operated from its own on-board diesel generator. It is stated to conform with the tower crane standard DIN 15018. Details from Babcock and Wilcox, Medway (0634 41041).

Oil terminal control

LUSOTECNA Consultores Tecnicos Industriais SARL, one of the largest independent project consulting groups in Portugal, has awarded EKA of Leatherhead, Surrey, a contract to prepare the automation system and control specifications for a crude oil

terminal and harbour complex, now under construction at Sines, near Lisbon. The oil terminal will feed a 10m. tons per year refinery, and will also be used for transshipment of oil to Portuguese, European and American ports.

Compressor for surface drill rigs

FIRST OF a range of medium capacity compressors to be introduced over the next 12 months is the Holman R060-170, from CompAir Construction and Mining, Cambourne, Cornwall TR14 8DS (0208 712750).

Output is 600 cu.ft./min. at 170 psi. A new style of enclosure is stated to have reduced the noise level by 5dbA compared with previous machines of similar size.

Principal use for the machine is envisaged as providing power for "down-the-hole" rock drilling equipment, when the high pressure is claimed to provide a substantial improvement in penetration rates with 4 and 5 inch hammers, and for pile driving. Offered with a choice of Rolls-Royce or Cummins diesel engines, the machine is mounted on a four-wheel turntable steered trailer. Maintenance is stated to be minimal.

Stabilised theodolite

INTRODUCED into the U.K. by A.H. Hall and Brothers is the MOM-gyro theodolite, particularly suitable for underground surveying.

The instrument enables azimuth determination to be made with a constant reliability and almost independently of environmental conditions such as the weather or the depth below ground.

Called the GIBI, the instrument performs the primary function of azimuth determination, that is measurement of the angles subtended with the meridian plane intersecting the station point. Main fields of application are traversing under and above the

ground, direction transmission in mines and other underground places, and orientation of independent triangulation and determination of new points.

Reproducibility of the azimuth will lie within ± 20 seconds of arc. Time required to find the angle is 30 to 35 minutes, including the setting up of the instrument. The angles can be measured almost irrespective of weather, time of day, magnetic anomalies and external electrical fields. The mean error of azimuth determination is ± 15 seconds of arc. Price is £9,820. More from the company at Unit 4, Hill Farm Industrial Estate, Leavesden, Watford, Herts. (08273 71414).

Stops the leaks

ROOFS AND walls which have become completely dried out as a result of the very hot summer may well let water in when the weather gets colder and the rains return.

Nucote Plastics is offering two products, Nucote for roofs and Nuthane for walls and suggests they should be applied now while the structures are still dry and brittle. One thick coat of Nucote will protect any roof, it is claimed: it is in several colours, can be applied by brush and is stated to be an emulsion containing mineral fillers and silica.

Nuthane is a clear polyurethane coating which is simply brushed on to the wall, inside or out to seal it against penetration by moisture. Nucote Plastics is located at 28 The Terrace, Torquay, Devon (0803 22799).

£1.6m. sugar beet plant extension

MITCHELL Construction, part of the Tarmac Group, has won a contract worth more than £1.6m. to design and build an extension to the British Sugar Corporation factory at Cantley, near Norwich.

The scheme, to update beet reception, washing and storage facilities, is part of an extensive modernisation programme being carried out at the factory.

Under the two-year contract Mitchell will construct a beet reception pit, dry beet storage silos, fluming plant, water treatment works and ancillary structures. The reception pit requires the construction of a water-retaining concrete structure extending 14 metres below ground. The contract involves moving about 250,000 cubic metres of earth and placing 12,000 cubic metres of reinforced concrete.

Blaw Knox shows three pavers

TWO NEW pavers to be introduced by Blaw Knox at the Public Works Exhibition (Birmingham, November 15-20) will be available early next year—the third, and smallest, is now in production.

Designed for use in confined spaces, the smallest paver, the BK30, is fully hydrostatic, and is stated to be suitable for paving narrow urban roads, pedestrian walkways, cycle tracks, playgrounds, and car parks.

The medium sized BK75, also fully hydro-static, is intended for both large and small paving contracts. It is said to be easy to operate, simple to maintain, and gives the operator protection through guard rails on the deck and extra safety guards which can be fitted over the augers.

Mechanical transmission is used on the largest machine, the BK90.

More information from Blaw Knox, Shorts Way, Rochester, Kent (0634 41041), a Babcock and Wilcox Group company.

Homes in Yorkshire

SHEPHERD CONSTRUCTION has received a contract worth £1m. from Richmondshire District Council for 89 houses, ten bungalows and 30 flats.

Construction is to be traditional with solid concrete ground floors, stone facing brick or rendered blockwork external walls and slated pitched roofs. Work is due for completion in about 18 months.

Lifts people and goods

NINE LIFTS at the CEGE's Littlebrook "D" oil-fired power station under construction at Dartford, Kent, are to be installed by Wm. Wadsworth and Sons, High Street, Bolton, Lancs., under a contract worth more than £220,000.

There will be three boiler house goods lifts, three boiler house stretcher/passenger lifts, and in the control block, a goods lift, a stretcher/passenger lift and an executive passenger lift. The maker is a member of the Harris and Sheldon Group.

Ceiling supplies air and light

CALLED MODULAR Altrak 19, a suspended grid for ceiling panels from Martingale Technical Services doubles as an air terminal slot diffuser with high rate discharge capabilities for horizontal or vertical delivery, as well as providing support for partitioning and for lighting fittings.

ESPLEY-TYAS CONSTRUCTION LTD
Building & Civil Engineering
A member of the Espley-Tyas Group of Companies
100 Back Lane, South London, SE16 6AA
Tel: 081-870 0000

Made from extruded aluminium sections with plain or fluted faces, it is produced in modules to accept all normal ceiling in-fill panels up to a maximum of 3.6 metres square, within a variable band width of 0.6 to 3.6 metres.

The system is used with continuous run or header boot ducted air systems and pressurised voids, or it may be used for extraction. There are only four standard elements which snap together for rapid installation. A feature is that the track can be cut on site to accommodate wall convolutions or in-fill panels or differing sizes without detracting from its performance. Among a range of complementary equipment is a specially designed convolute plate to permit fitting of fire extinguishing systems throughout the frame-work. The company is at Building 19, St. John's Road Industrial Estate, Penn. Bucks., HP10 8HR (049481 5185).

Housing in Carlisle

COUNCIL HOUSING for more than 1,000 people is being built at Hespeck Raise, Durrant Hill, Carlisle.

John Laing Construction has just started the contract which is for 233 two-storey houses and bungalows designed by the Napper, Errington, Colclough Partnership of Newcastle upon Tyne.

Construction will be traditional cavity wall with brickwork on the outside and insulating blockwork on the inside, concrete ground floors timber first floors and concrete tile roofs.

Trade Development Bank Holding S.A. Luxembourg

Consolidated Balance Sheet

as at 30th June (unaudited)

ASSETS

Cash in hand and balances with banks
Bank certificates of deposit, notes and bonds
Precious metals
Government and municipal securities (U.S.A. and Great Britain)
Current accounts, advances to customers and bills of exchange
Other assets
Goodwill arising on consolidation
Investments
Fixed assets

(US \$ 000's)

1976 1975
887,951 681,353
663,676 450,695
100,046* 110,835*
263,410 256,672
837,832 782,114
65,555 55,796
3,183 3,183
9,378 11,093
36,818 34,279
2,865,829 2,386,018

LIABILITIES AND CAPITAL

Deposits, balances due to customers and inner reserves
Other liabilities

2,424,748 1,993,139
182,980 150,757

CAPITAL FUNDS

Loan capital
Capital notes
Minority interests
Shareholders' funds:
Share capital
Reserves and profit and loss account

20,000 20,000
33,412 34,860
38,463 36,855
24,605 24,605
141,621 125,802
166,226 150,407

Total shareholders' funds

258,101 242,122

Total capital funds employed

2,865,829 2,386,018

Letters of credit and guarantees

115,143 81,493

*against which forward sales amount to \$ 98,185,000 in 1975 and \$ 98,115,000 in 1976

Net earnings

for 6 months to 30th June

Net earnings after tax, minority interests and transfer to inner reserves (US \$ 000's)
Earnings per share:

11,110 10,487
\$ 0.68 \$ 0.64

Number of shares outstanding

16,403,300 16,403,300

Principal Subsidiaries

Trade Development Bank, Geneva
Republic National Bank of New York, New York
Trade Development Bank (Luxembourg) S.A., Luxembourg
Trade Development Bank (France) S.A., Paris
Trade Development Bank Overseas Inc., Panama City

Offices and correspondents in all major financial centers.

PLANT & MACHINERY SALES

Description	Price	Telephone
1974 Ten Stand roll forming line by Hunter-Douglas. Virtually unused Capacity 20 0mm x 2 mm M.S. strip complete with automatic cut-to-length equipment.	P.O.A.	021-556 0904 Telex 336414
2 Stand Rolling Mill for flattening wire and rolling narrow strip. Complete with edging rolls and recoiler.	P.O.A.	021-556 0904 Telex 336414
Rolling Mills 1) 12" x 12" 125 HP Farmer Norton two high. 2) 24" x 36" x 300 HP Robertson two high. 3) 6" x 12" 14" 180 HP Stanart Mann four high.	P.O.A.	021-556 0904 Telex 336414
Modern Used Rolling Mills, wire rod and tube drawing plant—roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.	P.O.A.	021-556 0904 Telex 336414
1970 Herdackerhoff 100 KW double vacuum annealing plant useful charge area 625 mm dia x 2000 mm loading height—output 600 lb per 24 hours	P.O.A.	021-556 0904 Telex 336414
1971 Automated 25ft Drawbench with pusher by Wellman—effective pull 10 tons at 100 fpm and 20 tons at 50 fpm. Virtually unused.	P.O.A.	021-556 0904 Telex 336414
1974 Fully Automated Cold Saw by Noble & Lund with batch control for cutting non-ferrous bar Max capacity 5" round and square.	P.O.A.	021-556 0904 Telex 336414
1971 Fully Automatic High Precision Circular Saw by Rhobi with batch control Max capacity 60 mm bar-70 mm profiles and tube.	P.O.A.	021-556 0904 Telex 336414
1970 cut-to-length line, max capacity 1000 mm x 2 mm x 7 tonne coil, fully automated and in excellent condition.	P.O.A.	021-556 0904 Telex 336414
Caterpillar 14E Motor Grader, complete with new tyres, Caterpillar 964C Wheel Loader, with 34 cu. yd. bucket and new tyres.	£25,500 £25,500	Telex 51187 094-34 4531 Telex 51187

WANTED

Modern Used Rolling Mills, wire rod and tube drawing plant—roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.

021-556 0904
Telex 336414

PLANT AND MACHINERY SALES/WANTED APPEARS EVERY MONDAY. FOR FURTHER INFORMATION RING MR. FRANCIS PHILLIPS. 91-488 8000, Ext. 456.

U.K. TRADE FAIRS AND EXHIBITIONS

OVERSEAS TRADE FAIRS AND EXHIBITIONS

BUSINESS AND MANAGEMENT CONFERENCES

WEEK'S FINANCIAL DIARY

TO-DAY	Slough Estates Stanley (A.G.)	BOARD MEETINGS— Interiors: 4
* COMPANY MEETINGS—	DIVIDEND & INTEREST PAYMENTS—	Assoc. Portland Cement Baker Int'l 11/5 cts
Barker & Co., Great Eastern Hotel, 10.30	Barnard 10cBds. Red. 2.377 5pc	Needler 10cBds. 1.250
Phillips Patent Manchester, 7c	Blythe Valley 10cBds. Red. 2.4/87 5pc	Most Hosts Sharpe W.N.
Preston & Co., Glasgow, 10.30	Bolslow 10cBds. Red. 2.1377 5pc	Sawyer (W.)
Ramsay Macgillivray	Bordies 10cBds. Red. 2.1377 5pc	DIVIDEND & INTEREST PAYMENTS—
Town and City Propos.	Bournemouth 10cBds. Red. 2.377 5pc	Bassett (Geo.) 3.3324p
Eavies (Charles)	Boy Loan 11cBds. Red. 2.377 5pc	Eas. Asiatic 10cBds. 1.24p
Edinburgh & Glasgow Inv. Trst.	Brinnes 10cBds. Red. 2.377 5pc	Estates and Gen. Inv. 0.2
Ely 10cBds. Red. 2.377 5pc	Brynmor 10cBds. Red. 2.377 5pc	Littler Carruthers 1.318p
Forth Electricity	Caledonia 10cBds. Red. 2.377 5pc	Morcan Edwards 2.31p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	Mortis (H.) 1.0525p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	Morgan 1.0525p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	Thames 1.5p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	Windsor 1.5p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	Wood 1.5p
Glasgow & North Western	Caledonia 10cBds. Red. 2.377 5pc	FRIDAY, AUGUST 27
DIVIDEND & INTEREST PAYMENTS—	DIVIDEND & INTEREST PAYMENTS—	COMPANY MEETINGS—
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53p	Caledonia 10cBds. Red. 2.377 5pc	Largest Products, Winchester House, E.C., 2.20
Anglo American Asphalt 5.53		

New ban could mean less work for NGA members—employers

NEWSPAPER advertising, book production and some general printing work may be disrupted from the business, of which is the National Graphical Association on material from non-union sources.

Employer bodies have said that the disruption could be serious and that printers face summary dismissal for breach of contract if they obey their unions' instructions.

Last week the NGA called off a national ban on copy supplied by three news agencies which arose from an internal dispute over retirement fund contributions. About 130 men expelled from the NGA have agreed to re-join the union.

But since the NGA is following up a resolution passed at its conference in June which "viewed with grave concern the progressive loss of job opportunities for compositors."

The British Printing Industries Federation, which represents 150 companies, and the Newspaper Society, for provincial news-

papers, say that instead of giving NGA printers more work the ban would have the opposite effect as customers went elsewhere.

NGA printers are being asked not to handle newspaper advertisements submitted for platemaking or printing if the typesetting or other preliminary work has been done by non-union members.

There are fears of confusion over material the origin of which is not clear. About 10 per cent of the work done by book publishers could be affected.

The Newspaper Society said that the ban "would inevitably mean the loss of business in what is already a difficult trading period."

The Federation said that customers supplied some work, including computer print-outs and work from abroad, which was ready for platemaking. NGA members were asked to accept such work, providing employment for them and for members of other unions.

TALKS to settle the Tyne tugboat men's dispute, which is threatening the jobs of several hundred shipyard workers, are being held in London to-day.

Union officials and the management agreed to meet at the Department of Employment to talk about an overtime dispute after week-end activity by the Conciliation Advisory and Arbitration Service.

The tugboat men have been refusing to work at nights and week-ends, because they say that their overtime earnings are limited under the pay code.

TAIWAN'S BOARD of Foreign Trade is to urge local television manufacturers to impose voluntary restrictions on the export of black-and-white sets to Britain, according to industry sources in Taipei.

The action results from talks between U.K. television manufacturers and the British Government at which concern was expressed at the overall level of imports, particularly from Taiwan.

Government approaches were made to a number of suppliers, notably Japan, which controls much of Far Eastern production, in the hope of achieving voluntary restraint.

Dealings with Taiwan, with which Britain does not have diplomatic relations, were conducted through the Anglo-Taiwanese Trade Committee.

The initial response has been cautiously welcomed by both the U.K. industry and the Government, which has been wary of any action such as import quotas which might be seen as threats of import curbs.

According to sources in Taipei, the Taiwan Government has promised to assist local television manufacturers to make up for the predicted reduction of exports to the U.K.

The U.K. Government is still waiting for an official response from Japanese manufacturers, but is confident of success of any voluntary restraint.

Unofficially, one big company in Japan has indicated that the level of monochrome imports to Britain is unlikely to exceed that of last year.

J. A. Geddes to be chief executive Hill Samuel Life

Mr. J. A. Geddes has been appointed managing director of **SAUGEL LTD ASSURANCE** from September 1, following the retirement of Mr. Charles Chiddick, who became a member of the Board in 1960 and has been managing director since

Tax and Commercial Relations Advisers to the States of Guernsey has joined the Board of **ISLAND RISK MANAGEMENT** of Guernsey.

★

Mr. Gordon Penn has been appointed sales director of **PM TRACTORS**, a Peterborough

★
Mr. John Petersen has been appointed group marketing director of the TRUST HOUSES FORTÉ GROUP.

★
Mr. Morven C. Hay has been appointed a vice president in CRICHER BANKS International division, London.

★
Mr. Richard Worsley has been appointed director of the ENGINEERING EMPLOYERS' EAST ANGLIAN ASSOCIATION. He was previously deputy director of the West of England Association.

*
Mr. G. Hallam has resigned as managing director of Humber Wholesaling and Humber McVeigh transport, members of the ASSOCIATED FISHERIES group. Mr. Hallam has retired at his own request due to continuing ill-health.

Mr. Michael Peacock, who leaves Warner Brothers Television on September 1, has been appointed president of VIDEO ARTS INC., the newly formed U.S. subsidiary of Video Arts, of the U.K.

*
Mr. Peter G. Smith has been

Mr. Peter Moore 44, has been appointed vice-chairman of LITTLEWOODS ORGANISATION, the Liverpool-based mail order and stores group. He is the second son of Mr. John Moores, founder and chairman of Littlewoods.

A. Rust as managing director of OSBORN STEELS GmbH, the German subsidiary of Osborn Steels, of which company he continues as general manager (sales and marketing).

★

Following the retirement of Mr.

Mr. Eddie Hasselder has been appointed managing director of TEAM VALLEY FABRICS, a member of the Rexmore Group. Mr. Hasselder has been marketing director for four years.

PERTWEE INDUSTRIAL has been formed by the Pertwee Group to market new and existing developments in materials handling techniques and products. The group consists of the following: Mr. Norman Pertwee, chairman; Mr. Christopher Pertwee, director; Mr. John Poulton, managing director; Mr. Andrew Ferguson, marketing manager; and Mr. Bill

Mr. F. W. Teale, former Guernsey Administrator of Income

CAR PRODUCTION at Ford Motor's factories at Halewood, Liverpool, is threatened by a strike due to start to-day of 800 supervisors over manning levels.

About half the supervisors, who work in three plants—making the assembly and body stamping—met yesterday and voted by two to one call a strike from 6 a.m.

Ford said last night: "This is a very serious situation. We are in the midst of a dispute with the I.A.M. branch, affecting production at the Trimingham car plants at Speke. More than 2,000 production men stopped work on Friday protesting about a new manning level. The I.A.M. did not cover up for each other, leave their section without mission.

Twenty stacker truck drivers and storekeepers walked out the other day in sympathy with the I.A.M. League who have been ostracised.

Association of Scientific, Technical and Managerial Staffs, voted against a proposal to defer strike action for a fortnight to allow 'meaningful negotiations'. The dispute started in transmission on Thursday. Supervisors in the other two plants decided to support the transmission men in their call for more foremen.

Mr. Barneir has not been affected so far, but after the meeting, Mr. Barneir Carr, chairman of the company, said: 'ABOUT 5,000 workers at Raleigh Industries, Nottingham, are to go on a 24-hour strike stage tomorrow over the use of part-time labour.'

A meeting on Friday of 150 Raleigh shop stewards, representing four unions, voted in favour of the stoppage if they thought the company was featherbedding part-time workers at the expense of full-time employees.

Trouble flared when 70 workers in the Sturmer Archer gun-machine shop walked out in protest at the proposed realignment of three jobs in their department.

A union official said: 'The workers should not be referred to from a deparis because of a shortage of while part-time employees, still working there.'

Hopes for the future fall sharply again

CONSUMERS' confidence about their future prospects fell away sharply again in August after a brief recovery of optimism in July, according to the British Market Research Bureau's survey of financial expectations.

At the same time, fears about rising prices on the horizon persuaded more people to think now was a good time to buy consumer durables. But the proportion of respondents who said their incomes had not kept up with inflation continued to stand at a very high level.

Monitored on a monthly basis, consumer confidence has been very volatile in the last few months. After seeming to improve in the first quarter, it fell away in April only to recover to its highest point for four years in May.

In June, pessimism once again took over as the predominant feeling, but in July, the pessimism

ALL ADULTS

ABC 1 MEN

6-month moving averages

1970 1971 1972 1973 1974 1975 1976

ists only outweighed the optimists among "all adults" by the relatively small margin of 1 per cent.

In August, however, the pessimists were outnumbering the optimists by 12 per cent among all respondents.

Among "all adults," the proportion of people feeling worse off than a year ago continued at the high level seen in July, while the six-month moving average figure for past prosperity fell to the lowest point ever recorded.

comes have not kept pace with inflation than among ABCI men. Now the two groups are coming much closer together and the present trend continues. The ABCI men will soon fall below "all adults" for the first time.

This means that on a monthly basis, consumer confidence is now standing at its second lowest level this year though it is still well above the very low level seen last year.

Monitors on a six-month moving average basis, the situation is also worsening. After eight months in which the six-month moving average index of consumer confidence has been steadily improving for all adults, it has now started deteriorating

Whereas in July, the six-month Index showed that the pessimists only outweighed the optimists by 3.7 per cent. among "all adults," now the pessimists are outweighing the optimists by 5.3 per cent.

The reduction in confidence was even more marked this year than last. Among the salaried men, in July, 14 per cent more ABC1 men said they were optimistic about the future than those who said they were gloomy.

In August, however, the pessimists outweighed the optimists by 8 per cent, and the six-month confidence index fell to +3.9 net; i.e. -8.5 per cent.

For the last 12 months, a considerably larger proportion of adults have said that their in-

significantly better off, by only 20 per cent.

Despite this improvement, however, the gap between the way ABC1 men feel their incomes are changing and the way they view the present financial standing, has narrowed.

For the last 12 months, a considerably larger proportion of adults have said that their in-

"Time to buy" indices for all adults and ABC1 men continued to rise. The "Time buy" index for ABC1 men stands at 100 per cent, while the figure for all adults now reached +25 per cent.

The research, carried between July 29 and August 1, was based on a representative sample of 1,058 ad-

FT grocery prices index rises

THE FINANCIAL Times Grocery Prices Index, which has fallen for the last two consecutive months, rose by 4.6 points in August. The increase was the first since April, bringing the total bill for the shopping basket almost back to its April level.

The total is still short, however, of the record level reached in May. The index now stands 10 per cent above its August 1973 level.

Most of the FT shoppers were paying at least 1p more a pound for potatoes than last month. Tomatoes on the other hand, were selling for between 10g and 2 p a pound less than last month but some other salad vegetables, such as lettuce, were affected by the drought, were again costing more.

Prices in the canned vegetable sector, however, showed little change. July though the drought is certain to lead to price increases in processed vegetables over next few months.

On the other hand, carrots carried last Tuesday by 11 shops around the country.

	August 1976	July 1976
Dairy Produce	112.77	109.34
Sugar, Tea, Coffee, Soft Drinks	50.27	49.50
Bread, Flour, Cereals	70.27	67.78
Preserves and Dry Groceries	23.02	22.54
Sauces and Pickles	12.32	12.08
Canned goods	41.61	41.28
Frozen foods	35.16	35.44
Meat, Bacon, etc. (fresh)	157.29	153.97
Fruit and Vegetables	102.29	98.77
Non-Foods	49.17	48.12
Total	654.17	640.49

1977: Feb. 100; Mar. 101.09; April 102.73; May 105.75; June 108.75; July 107.24; Aug. 105.40; Sept. 105.26; Oct. 104.35; Nov. 105.75; Dec. 107.75.

This follows a period in which demand was depressed by the very hot weather and in which chickens fell. During this period, some older hens were killed and


1972: Jan. 109.18; Feb. 109.10; Mar. 109.24; April 108.04; May 107.00; June 115.97; July 117.97; Aug. 113.40; Sept. 112.14; Oct. 113.14; Nov. 111.48; Nov. 112.48; Nov. 114.77; Dec. 2: 114.77; Dec. 9: 114.75; Dec. 16: 115.77.

1973: Jan. 117.54; Feb. 119.25; Mar. 120.53; April 123.80; May 125.14

June 128.81; July 127.64; Aug. 126.59; Sept. 129.39; Oct. 130.11; Nov. 135.83; Dec. 138.26.

The same factors also affected
 142.64; May 195.17; June 191.97; July 146.22; Aug. 145.25
 147.4; Oct. 150.5; Nov. 156.39; Dec. 159.15
 1975: Jan. 162.84; Feb. 167.77; Mar. 173.50; April 178.39; May 183.1
 June 193.02; July 198.45; Aug. 189.23; Sept. 186.34; Oct. 189.7
 196: Jan. 194.78; Dec. 201.90
 1976: Jan. 208.33; Feb. 211.81; Mar. 216.60; April 222.43; May 226.7
 1977: Jan. 231.11; Feb. 235.11; Mar. 239.11; April 244.11; May 248.11

June 222.82; July 216.71; Aug. 221.34.



Vienna International Trade Fair

Rotterdam
geteelde
Vienna 2

8-12 September 1976

All problems solved with the manifold concentration of ideas, products and information solely found in Vienna

Specialized fairs in 1976 (Extract)		Interhogs Austria '76 International hotel and catering exhibition Ausstellungszentrum Rotundengebäude, Vienna 2	17-21 October
Specialized fair for clocks, watches and jewelry Ausstellungszentrum Messplatz, Vienna 7	3-5 September	Schule '76 International fair covering educa- tional appliances, equipment for schools and audio-visual media Ausstellungszentrum Rotundengebäude, Vienna 2	11-14 November
WDW International Vienna Ladies Fashion Week Ausstellungszentrum Messplatz, Vienna 7	10-12 October		
Further information and entrance tickets: The Austrian Commercial Delegation		1, Hyde Park Gate London SW7 5SR	

This follows a period in which demand was depressed by the very hot weather in which prices fell. During this period, some older hens were killed and what demand has recovered with the slightly milder weather, supplies are tighter and prices have risen sharply.

The same factors also affected bacon prices. Back bacon, costing between 4p and 10p more than in July—a movement which was partly responsible for the increase in this month's meat

Dec. 1963.6.
1972: Jan. 109.18; Feb. 109.70; Mar. 109.24; April 108.04; May 109.16; June 115.97; July 117.97; Aug. 113.40; Sept. 112.14; Oct. 113.14; Nov. 111.48; Dec. 114.74; 1973: Jan. 114.49; Feb. 114.74; Mar. 114.74; April 114.74; May 114.74; June 114.74; July 114.74; Aug. 114.74; Sept. 114.74; Oct. 114.74; Nov. 114.74; Dec. 114.74.

1973: Jan. 117.50; Feb. 119.25; Mar. 128.53; April 123.80; May 125.14; June 125.14; July 125.14; Aug. 126.59; Sept. 129.39; Oct. 128.14; Nov. 135.83; Dec. 130.24.

1974: Jan. 141.71; Feb. 161.52; Mar. 142.46; April 8.14; May 142.24; June 142.64; July 145.17; Aug. 147.97; Sept. 146.22; Oct. 145.25; Nov. 146.22; Dec. 150.15; 1975: Jan. 156.39; Feb. 159.15; Mar. 159.15; April 159.15; May 162.84; June 167.57; July 173.58; Aug. 177.39; Sept. 178.39; Oct. 180.14; Nov. 180.14; Dec. 180.14.

1975: Jan. 180.14; Feb. 180.14; Mar. 180.14; April 180.14; May 180.14; June 180.14; July 180.14; Aug. 180.14; Sept. 180.14; Oct. 180.14; Nov. 180.14; Dec. 180.14.

1976: Jan. 180.14; Feb. 180.14; Mar. 180.14; April 180.14; May 180.14; June 180.14; July 180.14; Aug. 180.14; Sept. 180.14; Oct. 180.14; Nov. 180.14; Dec. 180.14.

THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON EC4A 4BY
Telephone Day & Night: 01-248 9000. Telegrams: Finantime, London
Telex: 886341/2, 883897

For Share Index and Business News Summary Ring: 01-248 8026

Branches: **London** 01-248 9000, **Edinburgh** 01-248 9000, **Glasgow** 01-248 9000, **Manchester** 01-248 9000, **Newcastle** 01-248 9000, **Nottingham** 01-248 9000, **Sheffield** 01-248 9000, **Southampton** 01-248 9000, **Stockholm** 01-248 9000, **Switzerland** 01-248 9000, **USA** 01-248 9000, **West Germany** 01-248 9000, **Wien** 01-248 9000, **Zurich** 01-248 9000

MONDAY, AUGUST 23, 1976

A tactical campaign

THERE ARE now just over two months to go until the U.S. Presidential elections, but still few issues in sight. For the Democrats, Mr. Jimmy Carter won the nomination hands down — so much so that Mr. Hubert Humpfrey, who at one stage thought he could win without officially campaigning, was obliged to endorse him even before the Party's convention began. For the Republicans, President Ford has succeeded over Mr. Ronald Reagan, but only just, and the result was in doubt until almost the last minute. At the time of the Democrats' convention a month ago, according to the Gallup poll, Mr. Carter led the President with 62 per cent. of electoral support against the latter's 29 per cent. Three weeks later, the figures had changed to 56-33 per cent., but it was still a massive majority.

Tactics

On the face of it, and given poll returns like that, Mr. Carter looks unstoppable. Yet it is the absence of overwhelming policy issues which suggests that the campaign itself could still make a great deal of difference to the final outcome. It is not that there are no issues to debate and no subjects on which people feel strongly, but rather that the arguments can be made either way. There is no great policy divide between Mr. Carter and the President and no single issue — like Vietnam in 1968 — to divide the country.

This goes as much for the economy as for foreign policy. President Ford's economic record on paper looks good. As he said in his acceptance speech in Kansas City last week, inflation when he took over two years ago was 12 per cent.; by now it has been halved. At the same time, the country has moved out of one of its deepest ever recessions. There may be room for argument about the relative priorities given to reducing inflation and reducing unemployment, but there is no *prima facie* case for saying that under President Ford the economy has been mismanaged.

The wrong kind of fast expansion

THE ECONOMIC indicators hardly ever move as expected; and this fact itself is hardly news. But the pattern of deviation can be interesting and give a clue to what is happening. Earlier in the year, the Treasury tended to underestimate the speed of economic recovery and in July, just before Mr. Healey's Public Expenditure package, it revised its forecast upwards. But scarcely had the ink been dry on the more optimistic projection when it began to be clear that there was something of a setback to the pace of recovery in the late spring and early summer.

Borrowing

The rise in output has turned out to be modest. On the other hand, the current trade gap has been disappointingly large however much one talks of oil rigs and erratic fluctuations. We now know that the rise in the money supply has been at the upper end of the range implied by Mr. Healey's forecasts. In the last three months the broadly based measure of the money supply has risen by 31 per cent. Some 2 per cent. of this took place in July alone on a seasonally adjusted basis. We now know that this expansion occurred despite an "erratically low" central Government borrowing requirement, which was more than covered by sales of gilt-edged and that bank lending actually fell. On the other hand, there has been an exceptionally large increase in bank lending to the private sector in the last three months and in July in particular.

It does not take a Sherlock Holmes to guess what has occurred. An increase in imports has been financed from the banking system. The official Bank of England notice speaks of "the need for working capital, including stock replenishment at higher prices." No doubt this is so. But the replenishment may well have been heavily concentrated on imports. It may transpire that this was but a prelude to a massive expansion in output. But it is dif-

started out on the dovish side. There was talk of reducing the U.S. commitment to South Korea and of further cuts in defence spending. Since then, however, he has joined the general U.S. move towards the Right and towards not taking the Soviet Union on trust. His foreign policy advisers have for the most part served previous Administrations and there is no great sign that they have much changed their thinking now. It does not seem that there will be a competition between the parties as to who can do most for détente; rather the emphasis of both Mr. Carter and President Ford is on American strength and rebuilding self-confidence. Again, it may be the presentation that matters.

Appointments

President Ford may hope to rely on his own experience in office, and Mr. Carter's lack of it. This presumably is why he has called for the fast-paced television debates — a surprising initiative from an incumbent President. He may also have a major asset in blaming a Democratic Congress for hampering legislation. And yet, though the President's case is not a bad one, it must be said that he has some odd appointments behind him. One was his dismissal of Dr. James Schlesinger at the Pentagon, arguably the only counterweight in the Administration to Dr. Kissinger at the State Department, and his pronounced preference for being surrounded by his "own boys". Another was the appointment last week of Mr. Robert Dole as his presidential running mate. Mr. Dole adds nothing in terms of geographical support or political balance. His appointment looks like a concession to Mr. Reagan just when such a concession was no longer necessary.

These are not the marks of a strong President, nor even of a tactically clever one. If it is true that in the absence of strong issues, it is tactics that will decide the campaign, then Mr. Carter still has little to worry about. The President has some good cards, but a habit of playing them badly.

Bank ratios

The drop in the reserve ratio of the banks does have the advantage of imposing a constraint on any excessive expansion of the money supply generated on the initiative of the banks themselves. The real danger still is that in future months the official borrowing requirement will be higher, or gilt-edged sales less satisfactory, than in July and that the public sector will once more be a force for monetary expansion. It is important both to refrain from encouraging private credit demand and to do everything to make public sector debt easier to sell. This may mean less emphasis on keeping short-term interest rates down and a more serious examination of unorthodox devices such as indexed bonds, floating rate bonds or auctions of Government securities, to furnish potential long-term lenders with the kind of assets they would prefer to hold.

The Government may soon launch a third round of talks about ports organisation. John Wyles report

A new cloud obscures plans for the ports industry

LATER this year the Government looks likely to bite the bullet and for the third time since its election in February, 1974, invite some public discussion on future ports policy.

It will be surprising if the ports industry and its users will then be able to speak with the single voice which they used earlier this year to pour opprobrium on the controversial Bill to extend registered dockwork, for there is much less agreement on whether there is a ports "problem" sufficiently great to merit reorganisation of the industry.

The Labour Party appears to have had little doubt on the matter for the last ten years. Plans were produced in 1967 and 1969 with a mainly presentational emphasis on nationalisation rather than reorganisation. Ownership and control of major ports would have been transferred to a National Ports Authority, but in most cases this would have transferred ownership from one area of the public sector to another since the bulk of the companies affected were public trusts.

This approach was enshrined in the Ports Bill "nationalising" multi-user ports handling more than 5m. tons of cargo a year which lapsed with the 1970 General Election. A broader nationalisation commitment was contained in Labour's February 1974 election manifesto, and not long after its re-election Labour moved swiftly through its then Minister of Transport, Mr. Fred Mulley, to produce a consultative document announcing the intention to bring all commercial ports and port businesses into public ownership.

The new philosophy favoured decentralisation and the document implicitly acknowledged that there was little point in tampering with the complex ownership structure of the public ports which were then handling around 80 per cent. of Britain's foreign trade. The public ports fell into several different categories. Many were acquired with the nationalisation of the railways in 1947 and under subsequent reorganisations were transferred to the British Transport Docks Board which owns 20, the British Waterways Board (5) and the British Railways Board (6).

Many other ports are administered as self-governing statutory trusts and are capitalised by fixed interest borrowings. These include the Port of London, the Clyde and Forth Ports Authorities, Tyne and Tees, and Dover. Others are owned and managed by local authorities and include Bristol, Preston and Portsmouth. Finally, a few are company-owned although the Government has a large stake in the largest, the Mersey Docks and Harbour Company, while the Manchester Ship Canal Company has, by statute, a majority

of Manchester Corporation representatives on its Board.

Under Mr. Mulley's 1974 document all of these ports would remain with their present owners who would operate them in line with a strategy determined by the proposed National Ports Authority.

Only one or two small details were changed when Mr. Mulley published his proposals in a fuller form in April last year. Almost as soon as the ink was dry on this document, ports reorganisation and nationalisation steadily began to slip down the Government's list of priorities. The Dock Work Regulation Bill was given pride of place in the 1975-76 Parliamentary session and other items of major legislation, from shipbuilding to aerospace nationalisation to hospital pay-beds, ensured that there was not time for a Ports Bill. During this period, Ministers have had very little to say about general ports policy.

Mr. Mulley gave way to Dr. John Gilbert as Minister of Transport last summer but with the Department of the Environment greatly preoccupied with producing its Transport Policy Document the new Minister has not had much time to think about his predecessor's proposals. He did, however, reaffirm the Government's intention to reorganise the ports during a visit to Tilbury a fortnight ago, and reports that the Government was thinking of quietly dropping its nationalisation pledge wrung a renewed com-

mitment from him the following day.

Nevertheless, the future of ports policy remains obscure. It is certain that legislation will not go before Parliament until the 1977-78 session but it is by no means certain that it will follow the form of Mr. Mulley's document.

Dr. Gilbert is believed to be attracted by some of the principles of the 1970 Ports Bill, though whether he would be anxious to return to its blueprint for centralised administration is another matter. The industry's case for a retention

determining a national strategy, not excluding local autonomy, for the industry. This line of argument, which formed the whole basis of Mr. Mulley's proposals, is apparently based on the view that an acceptable strategy does not exist now and has not existed for several years, that under current legislation the Government has insufficient powers to enforce a strategy, and that our ports system is suffering serious deficiencies that can only be cured by wholesale reorganisation. Each of these points bears closer scrutiny. In the first

FOREIGN CARGO EXCLUDING PETROLEUM "ROCHDALE" PORTS

Ports (1)	1965 Thousand tonnes (2)	1974 Thousand tonnes (3)	Col. (3) as per cent. of Col. (2) (4)
London	17,490	17,105	97
Southampton	1,193	3,690	309
Bristol	2,533	2,873	81
Newport	3,685	3,664	99
Cardiff	1,422	2,243	158
Swansea	2,065	1,644	80
Liverpool	14,845	9,578	65
Manchester	5,517	5,027	91
Clyde	5,727	5,003	87
Leith	1,088	1,250	115
Grangemouth	1,371	2,176	163
Tyne	2,915	1,534	53
Tees	4,697	7,434	158
Hull	4,294	4,191	98
Limeham	2,974	8,994	302

¹ Rochdale ports are ports handling more than 1m. tons of foreign cargo excluding petroleum in 1962. ² Includes Greenock. ³ Includes Hartlepool.

Source: National Ports Council

MEN AND MATTERS

Finding the top economists

A little of the urgency has worn off the problem of finding a replacement to Sir Bryan Hopkin, the Chief Economic Adviser to the Treasury. Hopkin has made an arrangement with his university (Cardiff), where he is Professor of Economics at University College, by which he can keep his Chair despite coming to London four days a week. The arrangement could continue for at least a year if necessary, but eventually a successor will still have to be found. The Treasury's problem is made no easier by the uncertainty about whether Mr. Michael Posner, the deputy chief economic adviser, will be going back to Cambridge or not.

The Chief Economic Adviser to the Treasury also has the title of Head of the Government Economic Service. This is certainly no sinecure. For whatever else has not grown, the number of Whitehall economists has. When Sir Alec Cairncross became Chief Economic Adviser in 1961 he had charge of a dozen economists, almost all based on the Treasury. By 1964 he had built this up to 25. The Government Economic Service was established in 1965 and by the end of the first Wilson Government in 1970, there were 150 economists in that Service. Now there are 400, excluding those at the Bank of England.

The top Treasury man is not the undisputed general of this army. Responsibilities were stated by Sir (then Mr.) Harold Wilson on December 11 in one of those carefully drafted answers. Responsibility for "managing" rests with the 20 or so employing departments "acting on the advice of the head of the service" while

overall control of numbers and grades rests with the Civil Service Department. The head of the service is responsible for professional standards, training, career development and general deployment.

The attractions of the top job are further diminished by the development of the huge economic model of several hundred equations, so complex that no one individual can hope to understand it.

Whitehall's over-riding desire is to keep the top economic posts non-political and therefore to find someone acceptable to either main party. This—at least as much as his tender age of 45—may have counted against Posner, who is in fact now thoroughly mainstream in his attitudes. The ideal holder would be fully aware of the criticisms of those who think that the British economic mainstream has now become a backwater, but should not be a boat-rocker and—although no one will say this—not an avowed monetarist.

Whitehall does not rule out a trawl overseas, provided that the politicians will wear the idea. There is Assar Lindbeck, the up-and-coming Swedish economist, who has just given an impressive talk on Radio Three. Then there is Professor H. Giersch of Kiel, a former chairman of the German Council of Economic Advisers. He helped to direct the much-quoted international study which spoke of the danger of too many British companies being "on the dole."

There is also Edmund Phelps of Columbia, who discovered at the same time as Milton Friedman the limitations of full employment policies, but is comfortably left of centre in many of his attitudes. Here at home two Social Democrat economists who understand the market by mechanism better than many



Conservatives are Wilfred Beckerman and Christopher Foster. They also have the advantage of knowing about both "macro" and "micro" economics. But the odds are still heavily against anyone from outside the accepted British mainstream.

A new U.S. stake in Messerschmitt

The City of Hamburg has confirmed that it will negotiate to sell half of the 20.25 per cent. holding it recently acquired in Messerschmitt-Boelkow-Blohm, the Munich-based aerospace company, to Robert Bosch, the privately-owned electrical and electronics group. This is another twist to a poker game that has been going on since April when Bosch admitted that it was interested in acquiring part of the 20.25 per cent. packet, which was at that time owned by the Blohm

FOREIGN CARGO EXCLUDING PETROLEUM—SMALLER PORTS

Ports	1965 Thousand tonnes (2)	1974 Thousand tonnes (3)	Col. (3) as per cent. of Col. (2) (4)	Ports	1965 Thousand tonnes (2)	1974 Thousand tonnes (3)	Col. (3) as per cent. of Col. (2) (4)
(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
Colchester	167	320	192	Silloth	57	59	80
Medway	1,233	1,875	152	Avr	123	64	52
Ramsgate	37	40	108	Ardrossan	463	417	89
Dover	806	2,038	257	Dundee	243	206	85
Folkestone	15	491	3,273	Perth	12	79	658
Newhaven	69	587	851	Methil	152	129	85
Shoreham	295	779	197	Kirkcaldy	54	54	104
Portsmouth	116	141	122	Burntisland	215	256	119
Peole	86	391	455	Blyth	68	54	642
Exmouth	29	56	193	Sunderland	250	274	109
Teignmouth	278	461	167	Whitby	27	192	711
Plymouth	461	619	134	Goole	725	1,715	237
Bridgewater	49	32	65	Grimley	694	936	135
Sharpness	108	398	369	Boston	612	746	122
Barry	770	893	116	Wishoech	68	146	215
Fishguard	60	213	355	King's Lynn	354	488	138
Holyhead	301	498	165	Great Yarmouth	441	823	187
Maytyn	99	201	203	Lowestoft	94	171	182
Fleetwood	42	147	350	Ipswich	516	1,157	224
Heytham	8	118	1,475	Felixstowe	417	3,422	821
Whitehaven	251	485	193	Harwich	584	2,480	442
Workington	748	486	65				

Source: National Ports Council

place, there does appear to have been a discernible strategy for the ports industry since the middle 1960's, and this has been remarkably bipartisan. In broad terms it has stimulated modernisation and investment through Government loans and capital grants, a reduction in manning, again with the help of Government grants, and a more commercially-minded administration of the ports, both public and private.

This has largely been achieved by the Government's use of its powers under the Harbours Act of 1964. Some £500m. has been spent in the last decade re-equipping the ports and enabling their adaptation to the most important technological developments in cargo handling, namely containerisation and to changing patterns of trade, particularly between the U.K. and Europe. Guiding the Government's hand has been the National Ports Council, set up by a Conservative Government and constituted under the 1964 Harbours Act. The NPC is charged with encouraging the efficient use of ports both through its advice to the Government of the day and to individual harbour authorities.

After 12 years of direction by governments, with the NPC standing at their elbow, Britain has evolved a fragmented port system which presents the user — haulier, shipper and shipowner — with an impressive choice. Competition has been at a premium for the past 12 years with some ports proving able, for a variety of reasons, to attract large volumes of new trade, while others have fallen behind. The tables reproduced here show the performance of some of the main ports during a period in which the average increase in non-petroleum traffic was approximately 25 per cent. It will be seen that the 15 major ports defined by the Rochdale Committee of Inquiry in 1962 have failed to hold their share of the nation's

trade — in 1965 they were handling approximately 80 per cent. of non-petroleum cargo to and from the U.K. and in 1974 only 67 per cent. During the same period, the 1985, has boomed with the help of one roll-on/roll-off berth and its proximity to Europe.

Felixstowe is also another major success story. An enterprising management, a co-operative workforce and a favourable location for trading over the North European sea, combined to produce results for this private company which have become the yardstick of performance for weaker brethren in the public sector, such as Liverpool and London. The National Ports Council's view would be that the smooth flow of goods from producer to consumer is a necessary condition for a successful economy. According to misleading, and that the reasons why goods are shipped to Felixstowe's success (and on a "least cost transport" basis) are not clear, given the volume of the registered dockwork British trade which has to trans-shipment or relative performance by sea, guarantees the existence of a sizeable domestic port. Other factors such as changing industry patterns of trade must also be taken into account. A general view is point which the NPC would more difficult for some ports to support, however, is that the figures in the table above do not support the view that ports should concentrate on container handling and developing a few major ports, such as London and Liverpool.

This is a strategy greatly favoured by the Port of London Authority whose tireless campaigns for a major seaport at Felixstowe seem destined to have little impact on this Government — Dr. Gilbert said recently that such a project was some way off. The "big port" philosophy could be summarised as "Britain is allowing dozens of small ports to fight among themselves, cream off what currently in the House of Lords, while all the time countries on the Continent are freezing existing employment building just a few mammoth ports which one day could be the main terminals for all European trade." Authority anxious to prove the spectre of British ports failing to compete successfully industry.

A. B. ELECTROLUX

Interim Statement for the six months to 30th June 1976

Summary of the Group's profit and loss (in millions of Sw. Kr.) including the Martin and Tornado groups of companies

	1976	1975
Sales	3,912.9	3,051.8
Operating Profit	468.9	402.1
Depreciation	132.4	101.6
Interest & Dividends	70.2	59.5
Capital Profits	265.2	240.8
	18.9	4.8
Extraordinary costs	284.2	245.6
	5.6	11.8
Result before appropriation	278.6	232.8
taxes & minority interest		

Sales and operating results after interest and dividends are as follows (in millions of Sw. Kr.):

	1976	1975
Sales	3,912.9	3,051.8
Electrolux	2,881.6	2,493.1
Facit	564.4	558.7
Martin/Tornado	466.9	—
Total	3,912.9	3,051.8

Exports from Sweden totalled Sw. Kr. 646 million compared with Sw. Kr. 605.6 million during the first half of 1975. Excluding Martin/Tornado, sales increased by 12.9% as 74% of the Group's sales were made to customers abroad.

	1976	1975
Operating results after interest and dividends received		
Electrolux	227.3	227.3
Facit	17.6	13.0
Martin/Tornado	0.4	—
Total	265.2	240.8

The half yearly results have more or less come up to expectations. The improved Electrolux figures being due, among other things, to a major increase of sales of caravans and refrigerators.

National Union Electric results show further improvement while those of FACIT reflect the development commenced during the second half of 1975 which resulted in a loss of Sw. Kr. 90 million, caused mainly by international price movements for electronic products.

Martin/Tornado which showed major losses in 1975 have now reached break-even point and are expected to show a profit in the second half of 1976.

It is estimated that Group sales for the whole of 1976 will amount to about Sw. Kr. 8,000 million and that the Group's final result after interest and dividends received will recover to that of 1974.

Observer

COMPANY NEWS + COMMENT

Swan Hunter future still undecided

FOLLOWING discussions with its financial advisers regarding the position of the Swan Hunter Group after nationalisation Sir John Hunter, chairman, says that it has been decided that a final decision about future activities and structure should not be made until the directors are in a position to assess the amount and form of total resources available to the company including compensation.

He feels that the determination of the latter will involve lengthy negotiations with the Government in addition other factors will require careful consideration such as the company's tax position and the value and future prospects of those group interests unaffected by nationalisation.

Until these issues are clarified, any major decision on the company's future would be premature, says Sir John, and the interests of all holders would be best protected by concentrated attention on the company's rights to the largest possible compensation, the establishment of the most favourable tax position and maximisation of the value of the group's other interests and investments by all means available.

In notes to the accounts the directors say that consideration has been given to disclosing in the accounts the value of the assets and earnings of subsidiaries which will be taken into public ownership. Because it is not possible to estimate the amount of compensation to be received nor to identify exactly the assets and liabilities of those subsidiaries or their profits or losses the directors decided that such details should be presented for 1975 should be drawn up on the same basis as in prior years.

In view of the uncertainty no provision has been made in the accounts for any shortfall which may arise between compensation receivable and the amounts at which the interests in the subsidiaries concerned are included in the accounts.

The directors are also of the opinion that disclosure at this time of such information as is available could prejudice negotiations for compensation.

In the year 1975 group pre-tax profit amounted to £3.1m, compared with £13.83m in the previous year. Turnover amounted to £14.5m (£14.9m).

Commenting on the shipbuilding the directors say that although shipbuilding output in 1975 was maintained at a level comparable to that of 1974, costs were greatly affected by inflation. As a result the level of profit made on several ships delivered during 1975 was substantially lower than had been anticipated and increased costs will affect the return of several later deliveries for which provision has been made to cover estimated losses on these contracts.

The cumulative effect of low demand for new tonnage, high costs

HIGHLIGHTS

The week-end post bag contains a fair batch of reports including Swan Hunter—reviewed by Lex—and Fairey. However for this week the number of companies due to release figures appears to be thinning in the lead-up to the bank holiday. Coming to-day is the full year figures from Town and City Properties, followed to-morrow by the half-yearly statement by the Weir Group. Wednesday promises to be busy with Slough Estates' interim figures, preliminaries from Associated Dairies, the third quarter profits from BOC International and the first quarter results from Johnson Matthey. Rounding off the week for major names is Associated Portland Cement which will be disclosing its interim on Thursday.

In the U.K. and no Government support comparable with that granted by many foreign governments resulted in too few orders being obtained in 1975 and the first half of 1976. Although the yards have been fully occupied up till now, the directors feel that output must inevitably fall in some of the shipyards if new orders cannot be obtained.

Since January 1, 1976 a total of 13 ships have been delivered to owners, the majority of the number planned for delivery this year.

Including work for the Ministry of Defence, the number and approximate value of current and future contracts to be fulfilled by the company's shipbuilding subsidiaries are: Vessels under construction 22, value £184m, and vessels not yet commenced 9, and value £145m.

During the year there was a net outflow of net liquid funds of £8.3m (£4.9m, inflow). At December 31 short-term loans stood at £7.37m (£17.09m), bank balances and cash at £4.67m (£2.47m), against which there were overdrafts of £2.98m (£2.47m). Work in progress amounted to £129.29m (£122.44m) and instalments received on work in progress totalled £113.99m (£117.16m).

The accounts are qualified by the auditors. They say that there are major uncertainties relating to the compensation available in respect of subsidiaries due to be nationalised and to the settlement of claims against Swan Hunter Shipbuilders by suppliers consequent upon the cancellation of 13 orders by Swan Maritime.

Newcastle upon Tyne, September 14 at 3 p.m.

Commercial Bank of Wales

Profit, before tax, of Commercial Bank of Wales amounted to £242,000 for the first half of 1976, compared with £313,000 for the year 1975, of which the wholly owned subsidiary contributed £81,000 (£92,000).

chairman, and much is being done within the group to obtain a share of overseas markets. Budgeting this year includes a considerable increase in export sales albeit much being indirect export.

Meeting, Solihull, September 17 at noon.

Fairey growth continues

THE CHAIRMAN of the Fairey Company, Mr. R. W. Holder, tells members that the Board is satisfied that the group's financial resources are sufficient for maintenance of continued growth.

Last December's rights issue strongly reinforced the capital base and enabled the growth in demand for products to be met, the chairman says.

At the same time arrangements were made with the group's bankers to finance the capital build-up of stocks or decline in advance associated with this type of business.

The borrowing facilities were therefore utilised to a higher extent than anticipated.

Mr. Holder says the group's further progress seems assured "so long as Government sees its job by providing a reasonably stable economic and political climate."

The group continues to grow both in Belgium, where a third of its employees work and in the U.K.

For the year ended March 31, 1976, pre-tax profits rose from £2,911m to £4,029m on turnover of £63.14m, against £28.95m. The value of direct sales from the U.K. to overseas customers amounted to £26,01m.

The capital commitments at the financial year-end were some £298,000 (£259,000). Authorised but not committed was £308,000 (£324,000).

Meeting, Heston, Middlesex, September 15, at 3 p.m.

comment

Apart from the aviation division, where profits were more than halved last year, Fairey's activities performed very well and overall group pre-tax profits lifted by £2m. Helped by the £4.9m rights issue is also looking in good shape. Net borrowings are down by nearly £1m to £10.95m against the previous year despite a £7.72m rise in working capital requirements. Shareholders' funds meanwhile have risen from £13.14m to £14.65m, a good result, though the future in working capital is putting pressure on working capital the balance sheet as at last March is not looking strained with borrowings down from 78 to 50 per cent of shareholders' funds. At 60p the shares yield 7.8 per cent and the p/e on earnings of 13.1p is 51; backed by an indication of further growth this year.

The increased "productivity" which the group achieved last year is being maintained, resulting in an improvement in the rate of current profits being earned although part of the increase results from metal profits arising from higher world copper prices.

The chairman says that in the light of this he sees no reason why in the current year the group should not exceed the profits of last year "and hopefully by a significant amount."

Profits, before tax, for the year ended March 31, 1976, amounted to £490,053 compared with £298,912 in the previous year. Sales were £4.79m, against £4.42m.

There are now increasing opportunities abroad, says the

Econa off to good start

The current year has started for Econa with orders on hand at a similar level to that at the commencement of the previous year, and orders to date are coming in at an improved level according to the chairman Mr. H. Raymond Scott in his annual review.

The increased "productivity" which the group achieved last year is being maintained, resulting in an improvement in the rate of current profits being earned although part of the increase results from metal profits arising from higher world copper prices.

The chairman says that in the light of this he sees no reason why in the current year the group should not exceed the profits of last year "and hopefully by a significant amount."

Profits, before tax, for the year ended March 31, 1976, amounted to £490,053 compared with £298,912 in the previous year. Sales were £4.79m, against £4.42m.

There are now increasing opportunities abroad, says the

comment

Apart from the aviation division, where profits were more than halved last year, Fairey's activities performed very well and overall group pre-tax profits lifted by £2m. Helped by the £4.9m rights issue is also looking in good shape. Net borrowings are down by nearly £1m to £10.95m against the previous year despite a £7.72m rise in working capital requirements. Shareholders' funds meanwhile have risen from £13.14m to £14.65m, a good result, though the future in working capital is putting pressure on working capital the balance sheet as at last March is not looking strained with borrowings down from 78 to 50 per cent of shareholders' funds. At 60p the shares yield 7.8 per cent and the p/e on earnings of 13.1p is 51; backed by an indication of further growth this year.

FT Share Service

The following securities have been added to the Share Information Service:—Automated Security (Hldgs.) (Securities) "Electrical & Radio".

Deutsche Bank (Section: "Banks & Hire Purchase").

BIDS AND DEALS

GIDNEY OFFER CLOSED

The offer by Gidney Securities for the Ordinary shares of Warwick Engineering Investments not already owned closed on August 19. Accepting holders will be receiving the cash consideration due to them on or before September 17.

LLOYD ARMSTRONG—WILLIS FABER

Lloyd Armstrong & Ramsey have been appointed managing agents for the Republic of Ireland for Willis Faber & Dumas (Holdings) and from September 1 the business of Willis Faber & Dumas will be incorporated with that of Lloyd Armstrong & Ramsey.

RMP—THESEN

Rand Mines Properties and its holding company, Barlow Rand presently own 78.46 per cent of Theesen and Company (Proprietary).

RMP has formulated proposals which are designed to result in an extraordinary dividend of Theesen other than presently held by Barlow) becoming vested in RMP.

THOMAS HARDMAN

The scheme of arrangement for the acquisition of Thomas Hardman and Sons by Scapa Group has become effective.

MATTHEW HALL

Matthew Hall and Co. has acquired Franklin Hodge Industries of Eardisley, Herefordshire, suppliers and manufacturers of bulk and liquid storage tanks and reservoirs.

SHARE STAKES

Bandanga Holdings, either directly or through its subsidiaries, has acquired a further 20,000 shares in Central Province Ceylon Tea Holdings, bringing its total relevant interests as at August 9 to 689,500 shares.

Sun Life Assurance Society's interest in Aragon Properties amounted to 45,211,409 shares at August 9.

Romas Webb has disposed of its holdings in Hamiltonvale Trust—Scottish Amicable Life Assurance Society, together with its subsidiaries, now hold 1,481,250 Ordinary shares in company (£2.75 per cent).

Bandanga Holdings on August 18 purchased 25,000 Central Province Ceylon Tea Ordinary at 101p.



Sir John Hunter, chairman of the Swan Hunter Group.

Healthy order book at Brady

THE GENERAL order position of Brady Industries, with one or two minor exceptions, remains satisfactory and export markets are being explored to make fuller use of capacity which is geared to meet any upswing in the economy, says the chairman, Mr. A. E. Ross Seymour.

In monetary terms turnover at £13.25m for the year to March 31, 1976, was similar to the previous year's £13.32m, but the real reduction in volume resulted in a profit before tax of £931,303 against £1.15m.

The setting up of the holding company, which included the locating of suitable and convenient offices for new headquarters and transfer of staff from various trading companies within the group, was achieved in September.

The reorganisation, with its special accent on financial management, has resulted in a considerable improvement in the liquidity and cash flow situation, says the chairman. When the year started indebtedness to the bank was about £490,000 and by the end of the year was £190,000.

The group now has money on short term deposit.

Door manufacturing and engineering was affected by the fall in demand from the industrial sector of the building industry, and considering this, the results were good.

The merchandising division, as forecast last year, returned to more normal trading conditions and competition also played its part with a commensurate reduction in turnover and profit margins. Nevertheless, the chairman considers this to be a fair return and looks forward to its continuing growth.

The transport division is a problem in that, while it provides a

ABP seeks world-wide expansion

Associated Book Publishers announces a further stage in its development as an international organisation.

The abandonment of the British traditional market for British books as a result of recent action by the U.S. Department of Justice, has provided impetus for changes to the structure of ABP which are being made on October 1st to achieve greater concentration on overseas development as well as to strengthen the U.K. publishing and book-selling base.

In order to release the group Board for more concentrated attention on world-wide expansion, responsibility for domestic activities will be delegated to a U.K. board, Associated Book Publishers (U.K.) which is to be created for that purpose.

Mr. H. Maxwell, retires as chairman and becomes president with effect from October 1, 1976. Mr. Allsop succeeds him as chairman, Mr. D. Potter of ABP (Australia) and Mr. C. Shirley have been appointed to the Board.

Mr. Allsop, who is also president of the Board, will be responsible for the U.K. publishing and book-selling base.

Mr. Maxwell, who is also president of the Board, will be responsible for the U.K. publishing and book-selling base.

Mr. Allsop, who is also president of the Board, will be responsible for the U.K. publishing and book-selling base.

Mr. Maxwell, who is also president of the Board, will be responsible for the U.K. publishing and book-selling base.

Boardroom row at Twinlock

A Boardroom row has developed at Twinlock, the troubled office equipment group, over the proposals to seek £1m of new capital from the National Enterprise Board in return for an eventual one-third stake in the Twinlock equity. At present it is intended that an extraordinary meeting will be held on September 20 to approve the NEB scheme.

Board changes are expected to be announced some time this week.

Olives Paper first half deficit

Olives Paper Mill incurred a trading loss of £54,391, against a profit of £138,873, in the half year to June 26, 1976, before a tax credit of £35,955, against a charge of £78,000, leaving a net loss of £25,966 (profit £20,873).

The recovery in trade is anticipated by the Board and is continuing, it is stated.

UNILION

UNILION Exports has been formed by Amalgamated Industrials to act as export traders.

Magnet Southern in good position

WITH ALL units of Magnet and Southern in first class shape and with excellent morale, the group will continue to do so, and will undoubtedly give a good account of itself in the current year, the chairman Mr. S. Oxford says in his annual report.

The balance sheet continues to show the healthy state of the group and liquidity has been well maintained. This year will see extra demands on working capital arising from inflated values and the extra business expected to be generated, but the chairman has no doubt that the good position will be able to be held.

Despite all the difficulties associated with inflation and the restriction of price controls, "not to mention the Government's neglect of the construction industry," the group has never ceased to invest in the future of employees and shareholders, and during the year expended £4.15m on capital expenditure, and this year is budgeting for £4.3m.

Included in plans this year is the development of an 11-acre site at Swanscombe to rehouse Gregor Brothers at a cost of some £750,000, and the opening of 10 new depots.

It is to be expected also that if there are reductions in new houses for local authorities, then there will be more activity on their part with house improvements. This calls for the kind of service for which the group's nationwide network of depots is ideally suited, the chairman

states. Additionally, the be of the merger are increasing and the group will continue to do so, and will undoubtedly give a good account of itself in the current year, the chairman Mr. S. Oxford says in his annual report.

For the period to March 1976, pre-tax profits £11,010,441, to which was added extraordinary item £17,012, making a total £12,722,453, include the 13 m figures of £5,385,272 from 3 and the 12 months figure £5,337,062 from Southern-Ev

BOARD MEETING

The following companies have held Board Meetings to 19th August. Such meetings are held for the purpose of considering the financial statements and to decide whether dividends should be paid or not and the sub-shares below are based mainly upon the year ended 1976.

TO-DAY

Interim—Charles Bracken, C. Commercial Investment Trust Holdings, Jersey Electric, Worcester, F. J. Watts, Weymouth, Macdonalds, T. City Properties.

FUTURE DATES

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

Interim—T.F. & J.H., Mallow Slough and Chester, Weymouth, Macdonalds, T. City Properties.

SWAN HUNTER GROUP LIMITED

Chairman's Statement by Sir John Hunter CBEDSCL

In my statement to you in June 1975 I set out at length the situation in the shipbuilding industry following the acquisition by the Government of a substantial number of subsidiary companies in your Group. The slow progress through Parliament of the Bill to nationalise the shipbuilding and aircraft industries has been given detailed coverage by national and local press and I do not therefore propose to reiterate what has already been said so often.

I would however like to emphasise the extreme difficulty of running a company employing some 22,000 people under conditions in which the future of the company, and to some extent the company itself, has become part of a political argument with the human and economic problems tending to be overlooked.

In terms of compensation the present Bill does not differ greatly from that first introduced in May 1975, nor is there any further indication as to how much compensation will ultimately be received by the Company. During the period of delay management have been inhibited from exercising their skills and judgement for the long term success of the subsidiaries concerned, and to a marked extent of your Company as a whole.

Similarly, many of our workforce are puzzled by the delay in achieving what, rightly or wrongly, they believe to be the best interests of the company, and to some extent the country, in reaching a goal for which many of their leaders have campaigned for so long. It would be to the benefit of all shareholders, management and workforce alike, if the political argument could be finally settled one way or the other as quickly as possible.

In view of the extent to which our association with Swan Maritime Limited involves on our 1975 accounts, it would perhaps be appropriate for me to put on record the facts and aims of our venture with Maritime Fruit Carriers, the affairs of which have recently been subjected to much publicity, and which is the other shareholder in Swan Maritime Limited.

Many shipbuilding companies, including ourselves, have long been concerned to find a method by which they could obtain a share of the profits earned by a ship after delivery, particularly on occasions when, because of the factors involved at the time, little or no profit had resulted from the building of a ship, which subsequently increased in market value and which earned a substantial trading profit for the owners.

At the Annual General Meeting in May 1972, I reported that there was a worldwide shortage of new shipbuilding orders and expressed some satisfaction that the Company had a reasonable volume of work in hand. I said, however, that the number of enquiries had diminished, and unless new orders were obtained the level of output, and therefore employment, could not be maintained indefinitely. Consequently, it was highly desirable to find ways in which a constant and considerable flow of new orders would be obtained.

By the end of 1972 Maritime Fruit Carriers had become substantial shipowners and had been supported by way of credit approved by a number of countries, including the U.K. This Company had also placed, sometime previously, an order for eight refrigerated ships with our subsidiary Smith's Dock at South Kent on terms highly satisfactory to us.

At this time it was suggested that a company be formed, in which Swan Hunter Group would hold 25 per cent of the equity, which would place orders with our shipbuilding subsidiaries for a limited number of sizes of ship. It was apparent that this programme would enable Swan Hunter Shipbuilders with its large capacity to achieve the benefits of standardised production, economy of scale in purchasing materials, and that the fluctuations in output, which have historically

bedevilled the Shipbuilding Industry, would be avoided. In addition, the order book for the construction of each ship, your Company would thus be placed in a position to obtain a share of the profits earned by each vessel, either from resale or trading.

In pursuit of these aims contracts were drawn up in the early months of 1973, for the construction of two series of four carefully selected ships, which are still regarded as being best suited to likely future demand, and during the following months ten of these vessels were sold at a profit. There is little doubt that this operation would have continued successfully but for the unprecedented rise in the price of oil in the winter of 1973-74 which caused a major reduction in the demand for oil, and a slump in the world demand for tankers.

Nor is there any doubt in my mind, that had it not been for this upheaval in world trade, the results of a marked contribution to the prosperity of your Company, at the same time ensuring the preservation of several thousand jobs over a period of years.

Before closing I would like to comment on the position of your Company after nationalisation has taken place and compensation has been received for those subsidiaries which are taken into public ownership. During the last twelve months or more we have been having discussions with our financial advisers in order to determine a compensation policy for the Company which would be acceptable to shareholders and in their best interests. A number of alternatives are possible, each one in turn having both advantages and disadvantages.

The Board has decided however that a final decision about the future activities and structure of the Company should not be made until they are in a position to assess the amount and form of the total resources available to the Company, including compensation for the subsidiaries, the establishment of the most favourable tax position and the maximisation of the value of the Group's other interests and investments by all means available.

I am pleased to advise you that the Company will not lose the services of key executive directors after nationalisation, particularly the managing and financial directors who have expressed their willingness to continue with the Company and to play a leading part in the negotiations with the Government for compensation. The experience and knowledge of these two directors will be of great benefit in the preparation of our claim for compensation and during the subsequent negotiations.

I am sorry to say that in view of my heavy commitment to other duties, Lord Ridley has indicated his wish to resign from the Board following the Annual General Meeting and the Board has acceded to his wishes with regret. I take this opportunity to extend our thanks to him for his services to the Company during the period of his directorship.

I would like to conclude by extending my thanks to all our employees for the great efforts they have made and continue to make in the service of the Company in these exceptionally difficult times.

John Hunter (Chairman)

SWAN HUNTER GROUP LIMITED

Copies of The Report are available from the Secretary: P.O. Box No. 1, Walbrook, Tyne and Wear, NE28 6EQ.

AUTHORISED UNIT TRUSTS

Unit Tr. Mgrs. Ltd. (a)(b) 1. British Life Unit Tr. Mgrs. Ltd. (a)(b) 2. British Life Unit Tr. Mgrs. Ltd. (a)(b) 3. British Life Unit Tr. Mgrs. Ltd. (a)(b) 4. British Life Unit Tr. Mgrs. Ltd. (a)(b) 5. British Life Unit Tr. Mgrs. Ltd. (a)(b) 6. British Life Unit Tr. Mgrs. Ltd. (a)(b) 7. British Life Unit Tr. Mgrs. Ltd. (a)(b) 8. British Life Unit Tr. Mgrs. Ltd. (a)(b) 9. British Life Unit Tr. Mgrs. Ltd. (a)(b) 10. British Life Unit Tr. Mgrs. Ltd. (a)(b)	G.T. Unit Tr. Mgrs. Ltd. (a)(b) 1. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 2. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 3. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 4. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 5. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 6. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 7. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 8. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 9. G.T. Unit Tr. Mgrs. Ltd. (a)(b) 10. G.T. Unit Tr. Mgrs. Ltd. (a)(b)	Kleinwort Benson Unit Managers Ltd. 1. Kleinwort Benson Unit Managers Ltd. 2. Kleinwort Benson Unit Managers Ltd. 3. Kleinwort Benson Unit Managers Ltd. 4. Kleinwort Benson Unit Managers Ltd. 5. Kleinwort Benson Unit Managers Ltd. 6. Kleinwort Benson Unit Managers Ltd. 7. Kleinwort Benson Unit Managers Ltd. 8. Kleinwort Benson Unit Managers Ltd. 9. Kleinwort Benson Unit Managers Ltd. 10. Kleinwort Benson Unit Managers Ltd.	Mercury Fund Managers Ltd. 1. Mercury Fund Managers Ltd. 2. Mercury Fund Managers Ltd. 3. Mercury Fund Managers Ltd. 4. Mercury Fund Managers Ltd. 5. Mercury Fund Managers Ltd. 6. Mercury Fund Managers Ltd. 7. Mercury Fund Managers Ltd. 8. Mercury Fund Managers Ltd. 9. Mercury Fund Managers Ltd. 10. Mercury Fund Managers Ltd.	Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 1. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 2. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 3. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 4. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 5. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 6. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 7. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 8. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 9. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 10. Piccadilly Unit Tr. Mgrs. Ltd. (a)(b)	J. Henry Schroder Wagg & Co. Ltd. 1. J. Henry Schroder Wagg & Co. Ltd. 2. J. Henry Schroder Wagg & Co. Ltd. 3. J. Henry Schroder Wagg & Co. Ltd. 4. J. Henry Schroder Wagg & Co. Ltd. 5. J. Henry Schroder Wagg & Co. Ltd. 6. J. Henry Schroder Wagg & Co. Ltd. 7. J. Henry Schroder Wagg & Co. Ltd. 8. J. Henry Schroder Wagg & Co. Ltd. 9. J. Henry Schroder Wagg & Co. Ltd. 10. J. Henry Schroder Wagg & Co. Ltd.	Target Tr. Mgrs. (Scotland) (a)(b) 1. Target Tr. Mgrs. (Scotland) (a)(b) 2. Target Tr. Mgrs. (Scotland) (a)(b) 3. Target Tr. Mgrs. (Scotland) (a)(b) 4. Target Tr. Mgrs. (Scotland) (a)(b) 5. Target Tr. Mgrs. (Scotland) (a)(b) 6. Target Tr. Mgrs. (Scotland) (a)(b) 7. Target Tr. Mgrs. (Scotland) (a)(b) 8. Target Tr. Mgrs. (Scotland) (a)(b) 9. Target Tr. Mgrs. (Scotland) (a)(b) 10. Target Tr. Mgrs. (Scotland) (a)(b)
--	---	---	--	---	---	--

INSURANCE, PROPERTY, BONDS

Abbey Life Assurance Co. Ltd. 1. Abbey Life Assurance Co. Ltd. 2. Abbey Life Assurance Co. Ltd. 3. Abbey Life Assurance Co. Ltd. 4. Abbey Life Assurance Co. Ltd. 5. Abbey Life Assurance Co. Ltd. 6. Abbey Life Assurance Co. Ltd. 7. Abbey Life Assurance Co. Ltd. 8. Abbey Life Assurance Co. Ltd. 9. Abbey Life Assurance Co. Ltd. 10. Abbey Life Assurance Co. Ltd.	The City of Westminster Assur. Soc. v. 1. The City of Westminster Assur. Soc. v. 2. The City of Westminster Assur. Soc. v. 3. The City of Westminster Assur. Soc. v. 4. The City of Westminster Assur. Soc. v. 5. The City of Westminster Assur. Soc. v. 6. The City of Westminster Assur. Soc. v. 7. The City of Westminster Assur. Soc. v. 8. The City of Westminster Assur. Soc. v. 9. The City of Westminster Assur. Soc. v. 10. The City of Westminster Assur. Soc. v.	Hamro Life Assurance Limited v. 1. Hamro Life Assurance Limited v. 2. Hamro Life Assurance Limited v. 3. Hamro Life Assurance Limited v. 4. Hamro Life Assurance Limited v. 5. Hamro Life Assurance Limited v. 6. Hamro Life Assurance Limited v. 7. Hamro Life Assurance Limited v. 8. Hamro Life Assurance Limited v. 9. Hamro Life Assurance Limited v. 10. Hamro Life Assurance Limited v.	Lloyds Bk. Unit Tr. Mgrs. Ltd. 1. Lloyds Bk. Unit Tr. Mgrs. Ltd. 2. Lloyds Bk. Unit Tr. Mgrs. Ltd. 3. Lloyds Bk. Unit Tr. Mgrs. Ltd. 4. Lloyds Bk. Unit Tr. Mgrs. Ltd. 5. Lloyds Bk. Unit Tr. Mgrs. Ltd. 6. Lloyds Bk. Unit Tr. Mgrs. Ltd. 7. Lloyds Bk. Unit Tr. Mgrs. Ltd. 8. Lloyds Bk. Unit Tr. Mgrs. Ltd. 9. Lloyds Bk. Unit Tr. Mgrs. Ltd. 10. Lloyds Bk. Unit Tr. Mgrs. Ltd.	Prop. Equity & Life Ass. Co. v. 1. Prop. Equity & Life Ass. Co. v. 2. Prop. Equity & Life Ass. Co. v. 3. Prop. Equity & Life Ass. Co. v. 4. Prop. Equity & Life Ass. Co. v. 5. Prop. Equity & Life Ass. Co. v. 6. Prop. Equity & Life Ass. Co. v. 7. Prop. Equity & Life Ass. Co. v. 8. Prop. Equity & Life Ass. Co. v. 9. Prop. Equity & Life Ass. Co. v. 10. Prop. Equity & Life Ass. Co. v.	Scot. Widows' Fund & Life Ass. Soc. 1. Scot. Widows' Fund & Life Ass. Soc. 2. Scot. Widows' Fund & Life Ass. Soc. 3. Scot. Widows' Fund & Life Ass. Soc. 4. Scot. Widows' Fund & Life Ass. Soc. 5. Scot. Widows' Fund & Life Ass. Soc. 6. Scot. Widows' Fund & Life Ass. Soc. 7. Scot. Widows' Fund & Life Ass. Soc. 8. Scot. Widows' Fund & Life Ass. Soc. 9. Scot. Widows' Fund & Life Ass. Soc. 10. Scot. Widows' Fund & Life Ass. Soc.
---	--	---	--	---	---

OFFSHORE AND OVERSEAS FUNDS

Albany Fund Management Co. Ltd. 1. Albany Fund Management Co. Ltd. 2. Albany Fund Management Co. Ltd. 3. Albany Fund Management Co. Ltd. 4. Albany Fund Management Co. Ltd. 5. Albany Fund Management Co. Ltd. 6. Albany Fund Management Co. Ltd. 7. Albany Fund Management Co. Ltd. 8. Albany Fund Management Co. Ltd. 9. Albany Fund Management Co. Ltd. 10. Albany Fund Management Co. Ltd.	Cornhill Life (Guernsey) Ltd. 1. Cornhill Life (Guernsey) Ltd. 2. Cornhill Life (Guernsey) Ltd. 3. Cornhill Life (Guernsey) Ltd. 4. Cornhill Life (Guernsey) Ltd. 5. Cornhill Life (Guernsey) Ltd. 6. Cornhill Life (Guernsey) Ltd. 7. Cornhill Life (Guernsey) Ltd. 8. Cornhill Life (Guernsey) Ltd. 9. Cornhill Life (Guernsey) Ltd. 10. Cornhill Life (Guernsey) Ltd.	Hamro (Guernsey) Limited 1. Hamro (Guernsey) Limited 2. Hamro (Guernsey) Limited 3. Hamro (Guernsey) Limited 4. Hamro (Guernsey) Limited 5. Hamro (Guernsey) Limited 6. Hamro (Guernsey) Limited 7. Hamro (Guernsey) Limited 8. Hamro (Guernsey) Limited 9. Hamro (Guernsey) Limited 10. Hamro (Guernsey) Limited	Kleinwort Benson Limited 1. Kleinwort Benson Limited 2. Kleinwort Benson Limited 3. Kleinwort Benson Limited 4. Kleinwort Benson Limited 5. Kleinwort Benson Limited 6. Kleinwort Benson Limited 7. Kleinwort Benson Limited 8. Kleinwort Benson Limited 9. Kleinwort Benson Limited 10. Kleinwort Benson Limited	Old Court Commodity Fd. Mgrs. Ltd. 1. Old Court Commodity Fd. Mgrs. Ltd. 2. Old Court Commodity Fd. Mgrs. Ltd. 3. Old Court Commodity Fd. Mgrs. Ltd. 4. Old Court Commodity Fd. Mgrs. Ltd. 5. Old Court Commodity Fd. Mgrs. Ltd. 6. Old Court Commodity Fd. Mgrs. Ltd. 7. Old Court Commodity Fd. Mgrs. Ltd. 8. Old Court Commodity Fd. Mgrs. Ltd. 9. Old Court Commodity Fd. Mgrs. Ltd. 10. Old Court Commodity Fd. Mgrs. Ltd.	Target Tr. Mgrs. (Guernsey) Ltd. 1. Target Tr. Mgrs. (Guernsey) Ltd. 2. Target Tr. Mgrs. (Guernsey) Ltd. 3. Target Tr. Mgrs. (Guernsey) Ltd. 4. Target Tr. Mgrs. (Guernsey) Ltd. 5. Target Tr. Mgrs. (Guernsey) Ltd. 6. Target Tr. Mgrs. (Guernsey) Ltd. 7. Target Tr. Mgrs. (Guernsey) Ltd. 8. Target Tr. Mgrs. (Guernsey) Ltd. 9. Target Tr. Mgrs. (Guernsey) Ltd. 10. Target Tr. Mgrs. (Guernsey) Ltd.
---	---	--	--	--	--

Fontein 50c	110	14.6	±0.36c	2.2
Al Reefs 50c	775	28.6	±0.175c	2.1

[illegible]

Aug.	Feb.	Shuttle W. 100	25
Mar.	Oct.	Minorco S&B 1.40	25
May	Sept.	New W. 50c	70

14	65c	2.0	4.9
20	65c	1.6	4.0
21	65c	1.4	12.6
27	65c	1.2	6.1
LATINUM			
223	Q34c	1.6	8.2
223	Q34c	4	1
223	Q38c	2.2	9.1
223	Q38c	4	10.4
223	Q38c	5	2.3
224	Q38c	1.0	2.9
224	Q38c	3	3.0
224	Q38c	3.2	3.1
RICAN			
33	Q34c	2.1	†
223	Q38c	1.3	†
1274	Q10.0	6.0	9.5
1274	Q10.0	4.7	†
1274	Q10.0	4.1	†
78	Q9	18.0	10.7
53	Q38c	1.3	10.0
1174	Q34c	3.2	†
AN			
56.9	Q7c	†	1.5
56.9	Q10c	†	4.2
667	Q7c	†	†
667	Q7c	1.3	1.9
92	Q10c	1.8	†
35	Q9c	1.4	2.6

127	4.9%	831	13.3	—	—	Part
—	—	—	—	—	—	Part

30.9	Q15c	Φ	1.6
5.4	Q16.9c	Φ	1.6
4.7	5.62	1.6	2.2
26.7	11.61	Φ	13.4
12.7	1.75	2.8	10.4
72	Q15.1.5	Φ	13.5
8.9	2.8	Φ	11.5
26.8	5.0	Φ	3.8
10.5	11.0	1.3	Φ
3.5	7.35	1.5	17.7
11.61	7.0	1.2	Φ
8.67	4.0	1.2	13.3
2.2	2.0	2.6	8.3
2.0	2.6	1.5	1
2.7	2.0	2.6	5.1
2.1	1.25	1.5	1
2.7	2.5	1.5	1
2.5	10.7	0.9	10.1
4.7	2.0	2.6	15.2
7.1	2.0	2.0	7.5
26.7	14.29	2.0	1
1.1	Q13c	1.9	11.6

Q40	6.23	22.9	1.9	June	Dec.	Sian, Mal
Th3.1	4.5	7.3	3.7	July	Dec.	Sungei 34

26.7	0.0	0.9	15.2
26.7	0.023%	0.6	1
26.7	14.29	2.0	7.5

1	12	35c	1.9	11	6
---	----	-----	-----	----	---

OURS

2	2.75	0.1	4	7	0
3	3.75	1	18	6	0
4	4.75	2	21	5	5
5	5.42	2.1	21	5	5
6	6.108	2	19		
7	7.175	2	19		

and art dividends are in estimated price/earnings and reports and accounts of various figures; they are based on the basis of a scale of 18 per cent. or more reduction. Centers are assuming maintenance of a based on value prices, and distributions and rights. can sterling are quoted minus.

which include investment

been adjusted to allow

of deferred

81	212	3.5	6.5	6.6	
152	112	5.87	6.32	5.9	
170	30.4	45.76	6.1	8.1	

After reduced earnings
we are now ranking for
dividend.
We may also rank for
dividend usually provided,
ation.

Aspects or other official
and payable on part
and on full capital.
Assumed dividend and
and after scrip issue.
an interim higher
dividend in earnings
current currency. A dividend
of 100 is based on
E ratio based on latest
and cover based on
up to 50p in the
Y dividend and yield
and yield inclusive
to a special payment
on dividend payments
or price. G. Assumed
up to 100p rights in
Aspects or other official
based on prospectus or
of 30 pence based on
for 1978. N Dividend
on other estimator
of 6 No significant
and to date.

and scrip issue. C or rights
rights " Page 13
Company dealt in on

TOKYO, Japan

FAR WEST RAND

		O.F.S.					
Sept.	Feb.	Free State Der Soc	455	48	Q6	04	90
May	Nov.	F.S Geduld Soc	825	123	103C	13	2
November	May	F.S Saampias RI	625	123	26C	0	6.9
May	Oct.	Harmay Soc	520	123	Q65C	9	19.1
Nov.	Nov.	Leumay RI	485	123	103C	8	6.6
May	Nov.	Pres Rand Soc	212	123	103C	13	2
May	Nov.	Pres. State Soc	460	123	103C	23	2
May	Nov.	S. Helena RI	825	123	103C	13	2
May	Nov.	Cavel RI	178	123	103C	13	2
May	Nov.	Welton Soc	170	223	10355C	17	2
May	Nov.	W. Holdings Soc	171	223	1035C	17	2

Apr.	Sept.	Ang. Am. Coal 50c	380	\$ 57
May	Nov.	Ang. Amer. 10c	206	83

Sept.	Mar.	Nov.	Dec.	70	23	12	61
Nov.	May	Anglo-Am. Inv. 50c		£20	20 1/2 @ 244c	1 1/2	8.2
Apr.	July	Debt-Argentine Ph. 10c		85	14 1/2 @ 38c	0	6.1
May	Nov.	De Beers Df. 5c		200	23 1/2 @ 28c	2.2	9.1
Jan.	Aug.	Debt-Peru 11 1/2		500	14 1/2 @ 30c	0	18.9
Nov.	July	Debt-Syria 20c		100	20 1/2 @ 32c	0	12.4
May	Nov.	Maya De. Plac. 5c		912	24 1/2 @ 105c	1.9	2.9
Nov.	May	Union Plac. 10c		308	20 1/2 @ 118c	1.0	3.0
May	Nov.	Water 10c		110	20 1/2 @ 122c	1.0	3.1

Nov.	May	Coronation Sc	60	35
Nov.	May	Falgun Bh 50c	75	72.3

AUSTRALIAN							
		Acres 25c					
Apr.	Oct.	A. M. and S. 50c	307	5 1/2	497c	4	15
Nov.	Apr.	Bougarville 50c	154	8	910c	4	42
Nov.	June	B. S. 50c 50c	225	6 1/2			
		C. M. K. 50c 50c	30	6 1/2			
September		Hampta Area 5p	104	2 1/2	1.3	3.1	19
		Metals Ex. 50c	65				
		Metrans 25c	174				
Nov.	June	L. H. Hides 50c	28	6 1/2	3010c	1.8	4
		Alumina	72				

—	Nh. Kaiguri —	72	—
June Nov.	Stakbridge Sai —	112	33

Oct.	May	West. Nimine 94	199	5	406.9	0.8	±
		Whim Creek 28	65				

TINS							
Nov.	Apr.	Amal Nigeria	33	97	5.62	1.6	26.2
Apr.	Oct.	Ayer Hinton	265	267	23.5	2.8	10.4
Dec.	Dec.	Berkiv Tim	265	267	23.5	2.8	10.4
Jan.	July	Beruntau Siam	365	5672	11.2	0.9415	0
Oct.	July	Ex Leads 10p	12	28.8	1.0	±	8.8
Oct.	Oct.	Geocor	225	8.4	5.0	±	3.5
Apr.	Dec.	Kold & Base 12p	7074				
		Geocor Cat	225	13	11.0	1.3	±

Dec.	Apr.	Januar 12 ² p	6	467
		Kamunting 15p	35	2010

June	Dec	Sinn. Malayu	163	53	10.7	0.9	10.1
July	Dec	Sungei Baka 20p	38	675	20.0	-	4.6
		Sungei Yau 51p	38	70	-	-	-
Sept.	July	Tampeng 15p	47	267	2.0	0.9	15.2
Sept.	Mar	Tongkah River SMI	43	71.1	1023.6	0.6	3.2
Apr.	Oct.	Tronoh	88	267	14.29	2.0	7.5

COPPER

June	Dec	Botswana PST EC	43	-	-	-	-
		Bessina R.32	195	12	4352	1.9	11.6

Aug. Feb	Charterball 3p	22	547
Juln	Cons Murch 10c	650	548
	Northampton	312	549

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures; then are adjusted to ACT of 35 per cent. P/E's are calculated on the basis of net distribution; bracketed figures indicate 18 per cent. or more difference if calculated on "all" distribution. Covers are based on "maximum" distribution. Yield assuming maintenance of net dividends on current rate of ACT, are based on middle price.

Δ Starting denominated securities which include

- 11 Unlisted security.
- 12 Price at time of suspension.
- 13 Indicated dividend when pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- 14 Free of Stamp Duty.
- 15 Merger bid or reorganisation in progress.
- 16 Not comparable.
- 17 Same interim: reduced final and/or reduced earnings indicated.
- 18 Based on 100% profits.
- 19 Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- 20 Cover does not allow for share buy-backs or also rank for dividend at a future date. No P/E ratio usually provided.

a Tax free. b Figures based on prospectus or estimate. c Cents. d Dividend rate paid or payable.

annual earnings, a Forecast dividend: cover based on previous years' earnings. * The tree up to 30p in the L. column. Yield allows for currency change. Dividend based on merger terms, a Dividend and yield include a special payment: Cover does not apply to special payment. Not dividend and yield. C Canadian, E Issue price, G Amused, D Dividend, and yield pending scrip and/or rights issue. N Dividend and yield based on prospectus or other official estimates for 1976-77. F Figures based on other official estimates for 1976-77. M Figures based on prospectus or other official estimates for 1978. N Dividend and yield based on prospectus or other official estimates for 1978. G Green, P Figures, estimated, N No dividend.

Abbreviations: n ex dividend; r ex scrip issue
ca alt; d ex capital distribution.

Fee of \$200 per annum for each security.

Rolls RB-211 to be dropped from DC-10

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

McDONNELL DOUGLAS of the U.S. is dropping the Rolls Royce RB-211 Dash 524 engine from the DC-10 jet airliner and is expected to roll out the DC-10 that it wants to go on with this plan it must pay for it.

This follows last week's decision by British Airways to buy the rival L-500 long-range version of the Lockheed TriStar, instead of the long-range DC-10-30ER aircraft offered by McDonnell Douglas.

Both aircraft were being offered with the updated 50,000 lb thrust version of the RB-211, Dash 524 but, whereas Lockheed has used the RB-211 for several years in earlier TriStar models, McDonnell Douglas was planning to spend up to \$70m of its own money on fitting the RB-211 to the DC-10 in a bid to win the British Airways order.

Even before that order was announced, the U.S. company had made it clear that if it lost, Rolls-Royce would have to take over the cost of putting the RB-211 on to the DC-10.

Notification

This has now happened. McDonnell Douglas is initiating no new work on the RB-211 programme in the DC-10 and is allowing such work in progress to fade.

It has not told the engine company that it will spend no more money on the RB-211, but this notification is expected any day.

Thus, the initiative lies with Rolls-Royce. If it wants its engine in the DC-10 it must

make detailed proposals, backed by cash to McDonnell Douglas and wait for the latter to consider them.

Whereas McDonnell Douglas was confident that it could sell DC-10s with RB-211s worldwide if British Airways launched the programme, it is by no means sure of that market without a British Airways commitment, notwithstanding the fact that the engine also is being offered in the TriStar and the Boeing 747 Jumbo jet.

The Rolls-Royce view at this stage is not known. One problem it must face is finance. Its priority cash requirements are for putting the Dash 524 in the Jumbo jet and the L-500 and it may not have enough left in reserve to pay for a DC-10 installation also—even if a market for the latter exists.

Orders

The six new Lockheed TriStar L-500 series aircraft ordered by British Airways mean more than \$25m worth of initial engine orders for Rolls-Royce. A company spokesman said yesterday: "This brings to over \$25m the amount of business on order for the Dash-524 version of the RB-211 engine."

Rolls-Royce claims that the Dash-524 engine, delivery of which starts in 1979 to British Airways, are quieter than the new, low noise standards proposed by the U.S. Federal Aviation Administration and show a 35 per cent fuel saving compared with existing DCs and Boeing 707 aircraft.

Eggs thrown at peace homes in Belfast

BY OUR OWN CORRESPONDENT

FOR THE second day running, a week earlier. The first march of peace homes in Belfast, Saturday's was in the mixed Ormeau district and this week it is planned to move to the Protestant Shankill area.

The attacks came after similar intimidation last week and warnings by Provisionals that the peace marchers were "one-sided" and that the struggle against the British goes on.

The Rev. Ian Paisley's Protestant Telegraph condemned the peace movement, which originated in the Republican Andersonstown area of Belfast, as "spurious, priest-inspired and insincere."

The second Belfast peace march and rally on Saturday attracted about 15,000 people, twice as many as turned out

a week earlier. The first march of peace homes in Belfast, Saturday's was in the mixed Ormeau district and this week it is planned to move to the Protestant Shankill area.

The attacks came after similar intimidation last week and warnings by Provisionals that the peace marchers were "one-sided" and that the struggle against the British goes on.

The Rev. Ian Paisley's Protestant Telegraph condemned the peace movement, which originated in the Republican Andersonstown area of Belfast, as "spurious, priest-inspired and insincere."

Shipping earnings at near-record

BY JOHN WYLES, SHIPPING CORRESPONDENT

U.K. shipping maintained its contribution to the balance of payments at a near-record level last year in spite of the effects of a world-wide recession.

At £831m, U.K.-owned and registered ships achieved net earnings only £1m less than for the peak year of 1974 which was the culmination of four years' rapid growth.

This is revealed by figures issued by the General Council of British Shipping, the industry's national association, which has compiled the data from detailed returns from its 300-plus member companies.

Lord Inchcape, the general council's president, said last night that the 1975 figures were "encouraging" since they were better than expected. The fall in the value of the pound had obviously helped "but the main reason for the good results is the

size and efficiency of our fleet." The general council says that U.K. shipping's total earnings from freight, passenger revenue and time-charter receipts were £2,076m (£22m in 1974). More than £1,626m came from foreign exports and cross-voyage receipts which, after deducting payments made abroad for fueling, canal and port dues, left net earnings of £551m.

A further £442m was earned on freight imports and passenger revenue collected in the U.K.—a sum which the general council represents as an import "saving" since it says that without a British fleet the money would have to be paid in foreign exchange to foreign shipowners.

The general council does not publish estimates of expenditure by the U.K. on foreign shipping services which carry a substantial proportion of the country's foreign trade.

Burma may open door to foreign capital

BY MALCOLM RUTHERFORD

BURMA, potentially the richest country in South East Asia but now one of the poorest, is considering ways of opening up to foreign investment.

A conference of present and potential aid donors will be held under the auspices of the World Bank in Tokyo to discuss the matter, probably in November.

At Burmese initiative, the Bank has already completed a report on the state of the economy and its prospects. Although there have been some contacts between the Government and the Bank before, this is the first time that the authorities have indicated that they may be ready to accept the Bank's recommendations.

The Bank's conditions are almost certain to include an insistence that at least some contracts are thrown open to international tender and that

World Bank officials be allowed to keep a regular check on the way things are going.

The aim of the Tokyo meeting, which was originally to have been held in September, will be to consider setting up a specific inter-governmental aid group. Countries represented are likely to include Britain, West Germany and Japan, though the role of the U.S. is still uncertain.

The main attraction for outside investors is probably oil but Burma also has important reserves of silver, lead, zinc, tin and tungsten, some of which have not been fully surveyed.

Offshore oil exploration in the Bay of Bengal began in 1971 and there has already been a certain amount of Japanese aid. Exploration is also taking place on land and earlier this year the British Government gave a grant of £1.9m to the state-owned Myanma Oil Corporation to help speed up the drilling programme.

The approach to the World Bank seems to have arisen from a growing realisation that the economy was on the verge of collapse. Burma was once the world's largest rice exporter, but has recently been unable to supply even its own requirements.

Conversion

Signs of unrest have also appeared among the military. Rangoon Radio reported last month an assassination attempt against General Ne Win, who seized power by coup d'état in 1962. Concern about the state of the economy is thought to have been one of the causes of the discontent.

General Ne Win—at least until recently—has conducted nationalisation and kept foreigners out. One of the tests of his apparent conversion to the benefits of foreign investment will be how far he is prepared to let foreigners move freely.

Manbré willing to open negotiations with Tate

BY KEITH LEWIS, CITY STAFF

MANBRÉ AND GARTON has declared its willingness to open negotiations with Tate and Lyle over the rationalisation of cane sugar refining capacity in the U.K. The bid for the company was opposed £44m, but for the company to be referred to the Monopolies Commission.

That decision now rests with Mrs. Shirley Williams, Secretary of State for Prices and Consumer Protection, who was advised on the offer more than a week ago by the Office of Fair Trading. It is widely expected that Mrs. Williams will make her ruling this week, or at least before the first closing date of the Tate offer on September 1.

Talks between the companies concerning the over-capacity problem in the U.K. began in mid-1975 and appeared to end last January when a joint paper, intended for discussion, was sent to the Ministry of Agriculture, Food and Fisheries. Both sides have subsequently accused the other of wrecking the negotiations.

After repeated denials that it intended to make a bid—rumours having arisen out of strong Stock Market speculation

—Tate announced on July 15 that it had made a formal approach to the Manbré Board, on the basis that a bid was the best way of achieving the required rationalisation.

Manbré has so far based its defence on monopoly arguments. It has also accused Tate of using the bid as an excuse to acquire its lucrative glucose and sweeteners businesses.

Manbré has had considerable support in its attempts to ward off Tate. A great many letters—from consumers, food federations and supermarket groups—arrived unsolicited at the Office of Fair Trading. All were opposed to the deal.

Defence document

Manbré is expected to bring forward its most powerful financial arguments for the first time in the official bid defence document, which goes out to-day. It is known to contain profits and

The latest letter, however, sent out over the week-end, is intended to "clarify" Manbré's attitude concerning the Monopolies Commission considerations. It argues that the "serious" of 244p.

and undesirable monopoly implications of a takeover with harmful effects on the prices of a wide range of foodstuffs, in the opinion of Manbré and Garton, has been fully substantiated."

It goes on to argue that the bid should not go through on other than just monopoly grounds. "In addition, the Government must now be considering the separate aspect of rationalisation of cane refining capacity and the employment consequences which arise from it," it states.

Manbré concludes by stating that in light of the monopoly considerations, and its willingness to work out an agreed scheme of rationalisation, it "cannot see how it can be in the public interest to do other than to refer the bid to the Monopolies and Mergers Commission."

The movement of both share prices in recent dealings would appear to be anticipating a reference recommendation from Mrs. Williams. Manbré now stands at 150p, a full 20p below the bid, while Tate and Lyle, having been down to a new 197p "low" of 230p at the beginning of this month, has edged back up to 244p.

Minister to hold Bristol talks on banned Toyota depot

BY ROY HODSON

THE GOVERNMENT'S refusal to allow a depot for some 24,000 Japanese Toyota vehicles a year to be established at Bristol's West Dock may not be its last word.

After a weekend of activity during which both the Department of Industry and Toyota G.B. have been considering their positions, two new moves are expected to-day.

Mr. Alan Williams, Minister of State for Industry, who is responsible for regional development, is travelling to Bristol where he and his regional civil servants will meet civic leaders and the docks management.

Unemployment

Toyota G.B., meanwhile, will be taking advice from legal and other experts at its Croydon headquarters before deciding whether to take new action, which might include making a new application to the Government for the Bristol site, or challenging the Government decision in the courts.

The argument hinges on the interpretation of the law govern-

ing the issue of Industrial Development Certificates.

The Government, in refusing the certificate for Bristol, proposed that Toyota establish its depot on Merseyside—a special development area where unemployment is running at more than 10 per cent—and thus help the area with between 400 and 500 new jobs.

Some critics of the Government's decision argue that Toyota does not need a certificate to settle at Bristol because it is travelling to Bristol engaged in manufacturing there.

The Toyota import operation had developed at Sheerness and was needed to expand, it proposed the Bristol site. The Government advised that an IDC application should be submitted. The Department of Industry, who had given the advice, studied the application and then refused it.

It is now open to Toyota to make a fresh application for a certificate at the Bristol West Dock site putting its case in a new form. The Department of Industry would have to consider the new application on its merits.

Outgrown

When Toyota decided that it had outgrown Sheerness and needed to expand, it proposed the Bristol site. The Government advised that an IDC application should be submitted. The Department of Industry, who had given the advice, studied the application and then refused it.

It is now open to Toyota to make a fresh application for a certificate at the Bristol West Dock site putting its case in a new form. The Department of Industry would have to consider the new application on its merits.

THE GROWTH OF THE MONEY SUPPLY

Month ending	Monthly increases, £m. or percentages			Bank lending in sterling to the private sector		
	Unadjusted	Seasonally adjusted	%	Unadjusted	Seasonally adjusted	%
1975						
July 16	367	326	2.2	443	252	0.7
Aug. 20	175	376	2.4	438	404	1.4
Sept. 17	194	230	1.5	205	206	0.5
Oct. 15	170	73	0.5	429	462	1.2
Nov. 19	72	41	—	39	238	—0.4
Dec. 10	535	233	1.4	362	—	—1.72
1976						
Jan. 21	—612	—48	—0.3	—257	430	1.1
Feb. 18	484	620	3.8	314	573	1.5
March 17	351	140	0.8	416	172	0.4
April 21	562	340	2.0	757	522	1.2
May 19	—73	—	—	30	238	0.4
June 16	70	—174	—1.0	279	216	0.5
July 21	436	539	3.1	1,190	845	2.1

THE LEX COLUMN Tension mounts on money supply

What makes the sharp growth in the money supply in the month to mid-July more disturbing—M3, the more broadly defined version, rose by 2.1 per cent, after seasonal adjustment—is that the subsequent banking month (ended last week) is also likely to have seen the monetary aggregates pushing ahead. Both months lacked the gilt-edged sales and significant sterling support operations which might have served to hold back the money supply.

August, moreover, will have seen a substantial central Government borrowing requirement against an erratically low figure in July. On the other hand, the surge in private sector demand for credit in July looks to have been exceptionally large, and there may well be some respite on the account in the next month or two.

We have, of course, been here before. The money supply accelerated threateningly in the late summer of last year, gilt sales dried up, and the authorities raised interest rates in a successful move to stimulate demand for long gilts. One difference this year is that the institutional fund managers have been holding back in conscious anticipation of a similar move. A new long tap at 15 per cent or over might well shake out a large chunk of institutional liquidity, but it could be seen as a tactical defeat for the authorities.

Furthermore the sheer cost of high-coupon funding is casting a lengthening shadow over Government spending plans. The July economic package was too equivocal to end the deadlock, and sterling has not been strong enough to allow the kind of minor cut in MLR which might have broken the institutions' nerve. The authorities still have time to wait for an unexpected turn of good fortune, however. And before surrendering to higher interest rates they may well be reopening their file on floating rate and index-linked bonds.

Water Companies Judging by the low level of turnover in water company stock no one seems to be giving much thought to what happens to them when the taps run dry. Britain's 28 statutory water

companies, which supply 25 per cent of the population with water and trade under such delightful names as the Tending Hundred Waterworks Company, are a fiercely independent bunch, and something of an anachronism. They managed to stay virtually untouched by the massive reorganisation of the water industry in 1973, the only real change being that they now supply water as "agents" for the 10 regional water authorities. But the latter have no financial responsibility for them and the water companies are firmly against any plans to nationalise them.

As non-profit making bodies, their finances are strictly controlled by statute although there is no Government guarantee. They are treated much the same as local authorities, that is, as rate-levying monopolies. Traditionally they have relied heavily on periodic injections of debt and Preference capital (they have raised all told £300m, in this way) since the amount of money they can plough back into the business is strictly limited (normally no more than 11 per cent of aggregate capital spending per annum) and any surplus has to be used to cut charges.

Their highly geared financial structure rests on the fact that they are entitled to levy water rates to cover their costs and service their capital, and the implicit assumption that this assures them of ready access to the capital markets. However, there is no lender of last resort.

Just over half their income comes from a general water rate which is unaffected by the total amount supplied. Even if water comes via a standpipe in the street the water company is apparently entitled to levy a charge. So income from this source remains unaffected by the drought even if supplies are cut to one hour a day, and a householder has to walk two miles to collect it. The rest of the income generally comes from metered water supplies to industry, and here they will undoubtedly suffer some reduction in earnings.

But the water companies face no financial problems on this score. They argue that even if there is a shortfall in their income they can cover it

by raising short-term finance against a general increase in the water rate the following year. However, this rests on the assumption that first the rate will be available, and that the private consumer industry will pay up for regardless of the supply are offered.

Swan Hunter

Swan Hunter's 1975 accounts disclose that net provision of £2.5m. were made during year against losses on shipbuilding contracts, and of a £2.3m. against marine and boiler losses. They reveal that provisions of £1 had previously been the necessary in 1974. Allowing these items, but excluding provisions, capital profits, non-recurring construction grants, group profits for year fell from £12.2m. to £294,000 pre tax.

The value of vessels under construction is £1 under construction in which is just about the same at the end of 1974, and with turnover last year of £144m. But the value of on hand has dropped £232m. to £148m., and have been very much lower but for the cruiser order p earlier this year.

The impact of this down is beginning to show up in balance sheet, where payments at the end of 1975, short of work in progress amounting to £132m. 3 years earlier, by way of trust, the group had a net of over £5m. on its work progress.

This financing gap can be expected to widen as the average of the workload increases. But Swan Hunter still had £9m. of cash and short-term assets at the balance sheet plus a further £2.7m. of investments. Its investment in the troubled Swan Marine associate is said to be in books at an estimated real value. And the chairman's statement suggests that group is now bustling about with plans for what it decides to do after vesting which is not now likely to place before the early part of 1977. Meanwhile the stand at 50p and the capitalisation is £9.2m.

Notice of Redemption

International Standard Electric Corporation

9% Sinking Fund Debentures, due October 1, 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated October 1, 1971 between International Standard Electric Corporation and European-American Bank & Trust Company, Trustee, in and principal amount of debentures of the above series will be redeemed through operation of the sinking fund on October 1, 1976 at the sinking fund redemption price of 100% of the principal amount thereof together interest accrued to the date fixed for redemption.

The coupon Debentures to be redeemed hereunder are the following numbers:

Coupon Debentures of \$1,000 Principal Amount																			
28	1227	2421	3619	3551	6545	9434	9638	10095	12716	18928	18033	16177	77494	12896	92325	21261			
30	1228	2422	3620	3552	6546	9435	9639	10096	12717	18929	18034	16178	77495	12897	92326	21262			
31	1229	2423	3621	3553	6547	9436	9640	10097	12718	18930	18035	16179	77496	12898	92327	21263			
32	1230	2424	3622	3554	6548	9437	9641	10098	12719	18931	18036	16180	77497	12899	92328	21264			
33	1231	2425	3623	3555	6549	9438	9642	10099	12720	18932	18037	16181	77498	12900	92329	21265			
34	1232	2426	3624	3556	6550	9439	9643	10100	12721	18933	18038	16182	77499	12901	92330	21266			
35	1233	2427	3625	3557	6551	9440	9644	10101	12722	18934	18039	16183	77500	12902	92331	21267			
36	1234	2428	3626	3558	6552	9441	9645	10102	12723	18935	18040	16184	77501	12903	92332	21268			
37	1235	2429	3627	3559	6553	9442	9646	10103	12724	18936	18041	16185	77502	12904	92333	21269			
38	1236	2430	3628	3560	6554	9443	9647	10104	12725	18937	18042	16186	77503	12905	92334	21270			
39	1237	2431	3629	3561	6555	9444	9648	10105	12726	18938	18043	16187	77504	12906	92335	21271			
40	1238	2432	3630	3562	6556	9445	9649	10106	12727	18939	18044	16188	77505	12907	92336	21272			
41	1239	2433	3631	3563	6557	9446	9650	10107	12728	18940	18045	16189	77506	12908	92337	21273			
42	1240	2434	3632	3564	6558	9447	9651	10108	12729	18941	18046	16190	77507	12909	92338	21274			
43	1241	2435	3633	3565	6559	9448	9652	10109	12730	18942	18047	16191	77508	12910	92339	21275			
44	1242	2436	3634	3566	6560	9449	9653	10110	12731	18943	18048	16192	77509	12911	92340	21276			
45	1243	2437	3635	3567	6561	9450	9654	10111	12732	18944	18049	16193	77510	12912	92341	21277			
46	1244	2438	3636	3568	6562	9451	9655	10112	12733	18945	18050	16194	77511	12913	92342	21278			
47	1245	2439	3637	3569	6563	9452	9656	10113	12734	18946	18051	16195	77512	12914	92343	21279			
48	1246	2440	3638	3570	6564	9453	9657	10114	12735	18947	18052	16196	77513	12915	92344	21280			
49	1247	2441	3639	3571	6565	9454	9658	10115	12736	18948	18053	16197	77514	12916	92345	21281			
50	1248	2442	3640	3572	6566	9455	9659	10116	12737	18949	18054	16198	77515	12917	92346	21282			
51	1249	2443	3641	3573	6567	9456	9660	10117	12738	18950	18055	16199	77516	12918	92347	21283			
52	1250	2444	3642	3574	6568	9457	9661	10118	12739	18951	18056	16200	77517	12919	92348	21284			
53	1251	2445	3643	3575	6569	9458	9662	10119	12740	18952	18057	16201	77518	12920	92349	21285			
54	1252	2446	3644	3576	6570	9459	9663	10120	12741	18953	18058	16202	77519	12921	92350	21286			
55	1253	2447	3645	3577	6571	9460	9664	10121	12742	18954	18059	16203	77520	12922	92351	21287			
56	1254	2448	3646	3578	6572	9461	9665	10122	12743	18955	18060	16204	77521	12923	92352	21288			
57	1255	2449	3647	3579	6573	9462	9666	10123	12744	18956	18061	16205	77522	12924	92353	21289			
58	1256	2450	3648	3580	6574	9463	9667	10124	12745	18957	18062	16206	77523	12925	92354	21290			
59	1257	2451	3649	3581	6575	9464	9668	10125	12746	18958	18063	16207	77524	12926	92355	21291			
60	1258	2452	3650	3582	6576	9465	9669	10126	12747	18959	18064	16208	77525	12927	92356	21292			
61	1259	2453	3651	3583	6577	9466	9670	10127	12748	18960	18065	16209	77526	12928	92357	21293			
62	1260	2454	3652	3584	6578	9467	9671	10128	12749	18961	18066	16210	77527	12929	92358	21294			
63	1261	2455	3653	3585	6579	9468	9672	10129	12750	18962	18067	16211	77528	12930	92359	21295			
64	1262	2456	3654	3586	6580	9469	9673	10130	12751	18963	18068	16212	77529	12931	92360	21296			
65	1263	2457	3655	3587	6581	9470	9674	10131	12752	18964	18069	16213	77530	12932	92361	21297			
66	1264	2458	3656	3588	6582	9471	9675	10132	12753	18965	18070	16214	77531	12933	92362	21298			
67	1265	2459	3657	3589	6583	9472	9676	10133	12754	18966	18071	16215	77532	12934	92363	21299			
68	1266	2460	3658	3590	6584	9473	9677	10134	12755	18967	18072	16216	77533	12935	92364	21300			
69	1267	2461	3659	3591	6585	9474	9678	10135	12756	18968	18073	16217	77534	12936	92365	21301			
70	1268	2462	3660	3592	6586	9475	9679	10136	12757	18969	18074	16218	77535	12937	92366	21302			
71	1269	2463	3661	3593	6587	9476	9680	10137	12758	18970	18075	16219	77536	12938	92367	21303			
72	1270	2464	3662	3594	6588	9477	9681	10138	12759	18971	18076	16220	77537	12939	92368	21304			
73	1271	2465	3663	3595	6589	9478	9682	10139	12760	18972	18077	16221	77538	12940	92369	21305			
74	1272	2466	3664	3596	6590	9479	9683	10140	12761	18973	18078	16222	77539	12941	92370	21306			
75	1273	2467	3665	3597	6591	9480	9684	10141	12762	18974	18079	16223	77540	12942	92371	21307			
76	1274	2468	3666	3598	6592	9481	9685	10142	12763	18975	18080	16224	77541	12943	92372	21308			
77	1275	2469	3667	3599	6593	9482	9686	10143	12764	18976	18081	16225	77542	12944	92373	21309			
78	1276	2470	3668	3600	6594	9483	9687	10144	12765	18977	18082	16226	77543	12945	92374	21310			
79	1277	2471	3669	3601	6595	9484	9688	10145	12766	18978	18083	16227	77544	12946	92375	21311			
80	1278	2472	3670	3602	6596	9485	9689	10146	12767	18979	18084	16228	77545	12947	92376	21312			
81	1279	2473	3671	3603	6597	9486	9690	10147	12768	18980	18085	16229	77546	12948	92377	21313			
82	1280	2474	3672	3604	6598	9487	9691	10148	12769	18981	18086	16230	77547	12949	92378	21314			
83	1281	2475	3673	3605	6599	9488	9692	10149	12770	18982	18087	16231	77548	12950	92379	21315			
84	1282	2476	3674	3606	6600	9489	9693	10150	12771	18983	18088	16232	77549	12951	92380	21316			
85	1283	2477	3675	3607	6601	9490	9694	10151	12772	18984	18089	16233	77550	12952	92381	21317			
86	1284	2478	3676	3608	6602	9491	9695	10152	12773	18985	18090	16234	77551	12953	92382	21318			
87	1285	2479	3677	3609	6603	9492	9696	10153	12774	18986	18091	16235	77552	12954	92383	21319			
88	1286	2480	3678	3610	6604	9493	9697	10154	12775	18987	18092	16236	77553	12955	92384	21320			
89	1287	2481	3679	3611	6605	9494	9698	10155	12776	18988	18093	16237	77554	12956	92385	21321			
90	1288	2482	3680	3612	6606	9495	9699	10156	12777	18989	18094	16238	77555	12957	92386	21322			
91	1289	2483	3681	3613	6607	9496	9700	10157	12778	18990	18095	16239	77556	12958	92387	21323			
92	1290	2484	3682	3614	6608	9497	9701	10158	12779	18991	18096	16240	77557	12959	92388	21324			
93	1291	2485	3683	3615	6609	9498	9702	10159	12780	18992	18097	16241	77558	12960	92389	21325			
94	1292	2486	3684	3616	6610	9499	9703	10160	12781	18993	18098	16242	77559	12961	92390	21326			
95	1293	2487	3685	3617	6611	9500	9704	10161	12782	18994	18099	16243	77560	12962	92391	21327			
96	1294	2488	3686	3618	6612	9501	9705	10162	12783	18995	18100	16244	77561	12963	92392	21328			
97	1295	2489	3687	3619	6613	9502	9706	10163	12784	18996	18101	16245	77562	12964	92393	21329			
98	1296	2490	3688	3620	6614	9503	9707	10164	12785	18997	18102	16246	77563	12965	92394	21330			
99	1297	2491	3689	3621	6615	9504	9708	10165	12786	18998	18103	16247	77564	12966	92395	21331			
100	1298	2492	3690	3622	6616	9505	9709	10166	12787	18999	18104	16248	77565	12967	92396	21332			